

GRAIN DEALERS' JOURNAL

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CHICAGO, ILL., APRIL 10, 1904.

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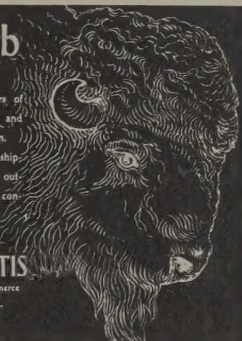
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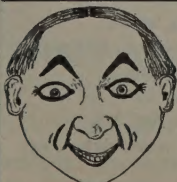
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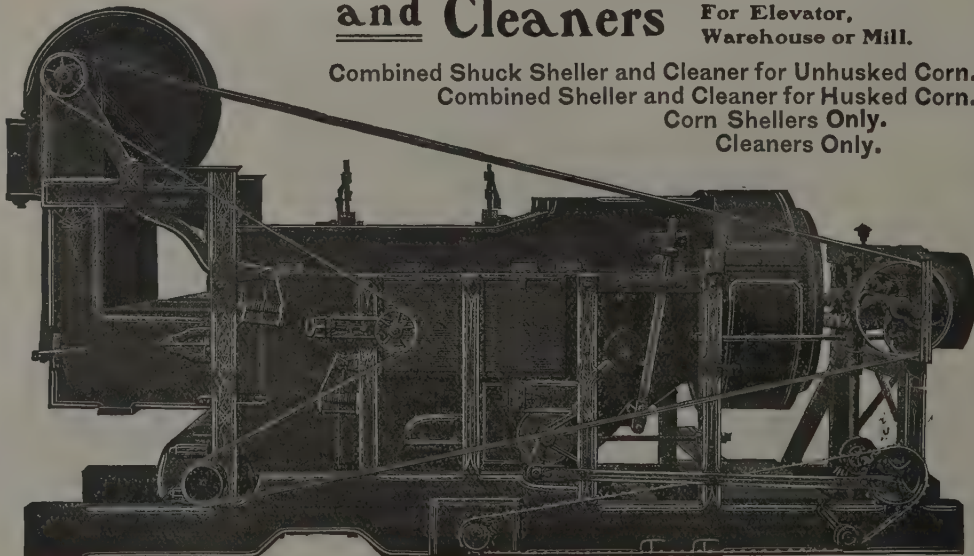
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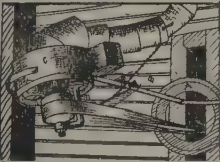
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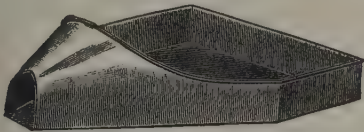
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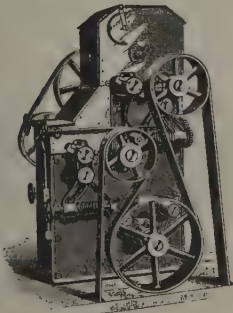
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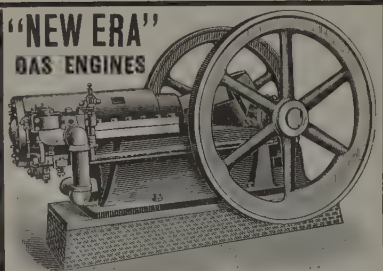
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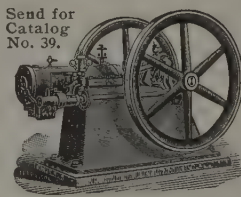
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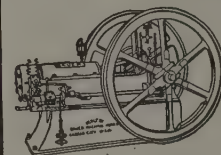
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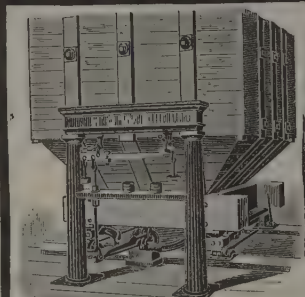
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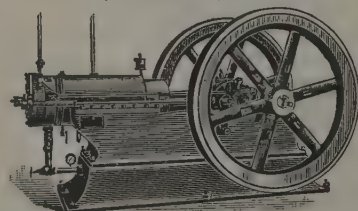
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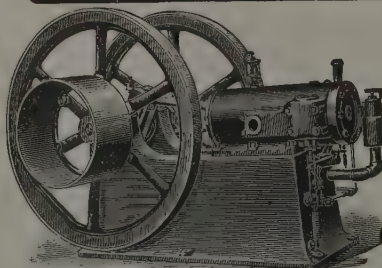
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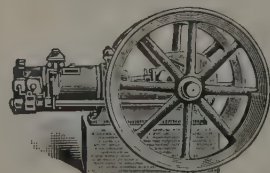
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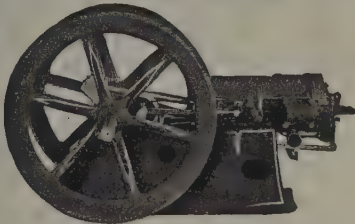
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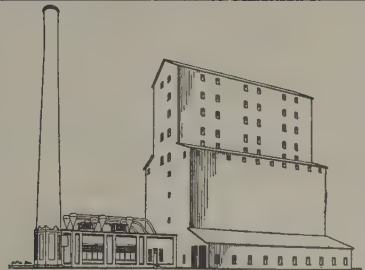
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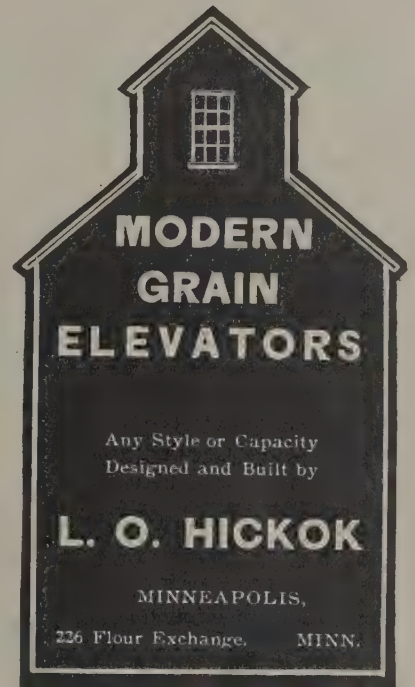
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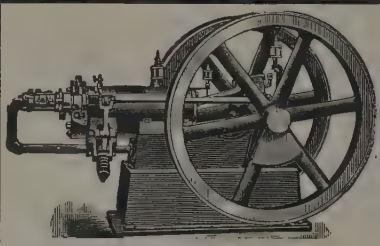
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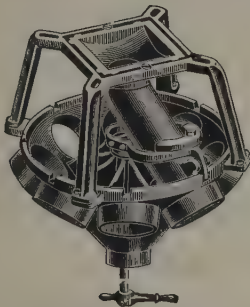
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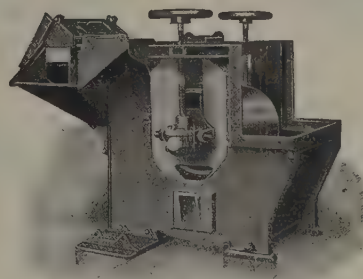
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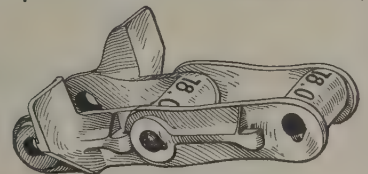
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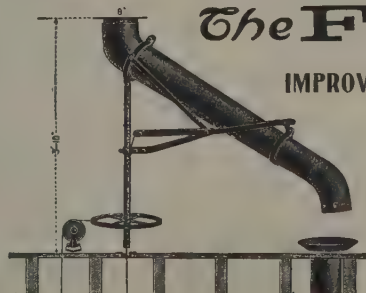


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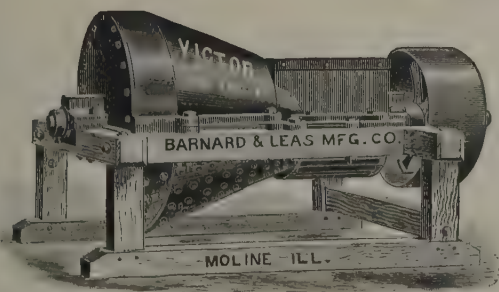


Manufacturers of simple, accurate and reliable Automatic Weighing Machines. Scales for even weight bagging a specialty. Write for particulars.

**36 and 38 Union Park Place,
CHICAGO, ILL.**

Capacity, Strength and Durability

These qualities are embodied to a remarkable degree in the Victor Corn-Sheller. It is the standard Sheller of the country, and is in use everywhere.



Its many years of service and the large number in use proves this beyond question.

We also make the Cornwall Corn-cleaner, a shaker machine with patent finger sieves and many other valuable features. It leads all other machines of its class in quality of work and number of sales.

Send for our circular "C"

BARNARD & LEAS MFG. CO.

Builders of Elevators and Elevator Machinery

MOLINE, . ILLINOIS

ELEVATORS FOR SALE.

UP-TO-DATE elevators in choice locations. W. A. Thompson, Attica, Ind.

LIST YOUR ELEVATORS for sale with us, we can sell them quick. Aaron Smick, Decatur, Ill.

NEW ELEVATOR for sale at Lucien, Okla. If you want a good business write Box 53, Lucien, Okla.

I HAVE for sale two elevators located at good grain points in southwestern Minnesota. Address Lock Box 216, Pipestone, Minn.

ELEVATOR FOR SALE at Ringwood, Okla. Modern and up-to-date in every respect. A money maker. Address Mell & Cole, Elgin, Okla.

ELEVATOR FOR SALE in good wheat country town in Assiniboia, Canada. Address Gelin Bros., Room 3, 671 Main St., Winnipeg, Canada.

TWO ELEVATORS in good farming section of Northwestern Indiana for sale; price \$10,000. Address Rows, Box 7, care Grain Dealers Journal, Chicago, Ill.

AARON SMICK, Decatur, Ill., has 20 Elevators, for sale or trade, located in Ohio, Ind., Ill. and other states. Write for list. Aaron Smick, Decatur, Ill.

FOR SALE—Best paying elevator. Fruit and potato business in a northern Michigan county seat. Address H. E. S., Box 7, Grain Dealers Journal, Chicago.

FOR SALE—A 10,000-BUSHEL elevator in a town of 5,000 people, surrounded by fine territory, in Iowa; price, \$3,200. Might take \$1,200 in good farm land. Write C. A. Burks, Decatur, Ill.

ELEVATOR in Indiana for sale; capacity 30,000 bushels; crib room 15,000 bushels; modern in every respect; good reason for selling. Address W. E., Box 7, Grain Dealers Journal, Chicago, Ill.

FOR SALE—My 12,000 capacity elevator and dwelling house; good grain point; well organized; located on C., R. I. & P. in Northwestern Iowa. Address Sis, Box 7, Grain Dealers Journal, Chicago.

OKLAHOMA ELEVATOR for sale; in good location on C. R. I. & P. Ry. Handled 150,000 bushels grain since first July, 1903. Warehouse room to handle feed and flour. Address J. E. Farrington, Anadarko, Okla.

WISCONSIN 25,000 bushel elevator, with machinery for handling grain and making feed; a large established business. Best recommendations. Address Wisconsin, Box 6, care Grain Dealers Journal, Chicago, Ill.

YOU look here for elevators when you want to buy, and owners who desire to sell watch our "Elevators Wanted" columns. If you want all probable sellers to know of your want send word to them by a Journal want ad.

ILLINOIS ELEVATOR PROPERTIES—Elevator, Coal, Hay and Feed Business for sale; 75,000 bushels grain capacity; 5,000 bushels crib room; 250-ton coal bins; gas engine, wheat, and corn cleaners and sheller. Will be sold at a bargain. A snap for the right party. Adolphe Breuchaud, Greenville, Ill.

ELEVATORS FOR SALE.

TWO WELL located Kansas elevators, arranged for shelling, cleaning, sacking, mixing, etc., in transit. Will consider some cash, balance long time. Address Eagle, Box 7, Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in southern Minnesota; capacity 15,000 bushels; good territory; new seven horse power gasoline engine; new coal sheds. Address E. A. Brown & Co., 923 Chamber of Commerce, Minneapolis, Minn.

CLEANING AND HANDLING ELEVATOR for sale or lease. Advantageously located. Modern equipment. Satisfactory terms to proper parties. A snap for somebody. Write us for particulars. Hanna & Leonard, Galveston, Tex.

ELEVATOR, COAL AND FEED business for sale; located in county seat, central Iowa. On account of sickness this will be sold at a bargain if taken at once. Address H. I. X., Box 6, care Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE in the southern part of Ohio, in good wheat and live stock territory. Latest up to date machinery for handling grain lately installed. Best of reasons for wanting to sell. Address Box No. 154, Middletown, Ohio.

THREE ELEVATORS AND A 200-BBL. MILL for sale or trade. I have a fine 200-bbl. mill and three elevators well located for business in southern Minn.; will sell at a big bargain for cash, or trade for good, clear, wild land. Write me. Address J. D. Matteson, MILL BROKER, Worthington, Minn.

INDIANA ELEVATOR for sale at great bargain, scales, dump, cleaners, 20 h. p. gasoline engine, new; machinery new; good buildings; good business; land goes with elevator; good residence town; good country surrounding. Write at once, Plymouth Novelty Mfg. Co., Plymouth, Ind.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modern equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, Box 9, care Grain Dealers Journal, Chicago.

FOR SALE: The business and goodwill of a money-making, track-buying and brokerage firm. A clean, pleasant and profitable business. It will pay you to investigate if you are looking for a good thing in the grain trade. We do the business; good reason for selling. Write for particulars. Address Brown, Box 6, care Grain Dealers Journal, Chicago, Ill.

SOUTH DAKOTA ELEVATOR properties for sale. 30,000 bushel modern elevator, equipped with 14 h. p. gasoline engine, B. & L. No. 3 separator, Eureka scourer, wood saw, one two pair high feed roll, flat house and coal sheds adjoining with four pair of scales. Also 20,000 bushel elevator equipped with two pair scales, dump, 5 h. p. gasoline engine and large coal sheds. Both elevators in good wheat, oats, and corn country, on C. & N. W. Ry. Address L. M. N., Box 7, Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

ELEVATORS FOR SALE: Line of seven stations in Iowa. To one wishing a nice safe business based on average of ten years, they will find this worthy of close investigation. Address Bers, Box 6, care Grain Dealers Journal, Chicago, Ill.

NEBRASKA MILL and elevator—Half or whole interest in a forty-barrel flour and feed mill and 12,000-bushel elevator for sale or exchange for good improved land. The plant is making good money. Good reason for wanting to sell. Address D. C., Box 7, care Grain Dealers Journal, Chicago, Ill.

INDIANA ELEVATOR for sale: Owing to heart trouble, which may at any time prove fatal, I desire to close out my elevator business at above place and offer my 16,000-bushel elevator, doing an average yearly business of 60,000 bu., and a coal trade of 250 tons; also, six-room house and lot. All for \$3,000. R. E. Zorne, Ging, Rush Co., Ind.

STINSON, MORRISON & CO. have four grain warehouses located on the Frisco Railroad in one of the best grain sections in Okla. Handled 165,000 bu. of wheat and oats last season; houses were built last season. Will sell all for \$2,000, one-third down, balance without interest till harvest and time on balance at reasonable interest. Address E. A. Stinson, Guthrie, Okla.

MILLS FOR SALE.

FOR SALE—ONE FIRST-CLASS mill and elevator in county seat town. Address John G. Boyles & Son, Winamac, Ind.

MODEL BRICK mill for sale. One of the best in Illinois, well located; everything in first-class repair, \$10,500, worth \$15,000. Write C. A. Burks, Decatur, Ill.

FOR SALE—75-barrel sifter mill, all in good shape; suitable for elevator business; good town and large acreage of beans and hay; large warehouse; cost \$11,000; price now \$6,000, or will take parties with capital and experience in elevator business. Address Box 77, Mt. Morris, Mich.

FLOUR MILL LOCATIONS

OPENINGS for flour mills, feed mills and grain elevators are numerous along the several new lines of the St. Louis & San Francisco Railroad recently opened to traffic. These lines traverse some of the finest wheat and corn producing sections of the Southwest and opportunities for mills are numerous. The



through its Industrial Department is prepared to furnish full information regarding desirable flour mill locations.

Send for copy of new handbook of information entitled "Opportunities."

M. SCHULTER
INDUSTRIAL COMMISSIONER

Frisco Building ST. LOUIS, MO.

ELEVATORS WANTED.

WANTED to buy or rent elevator. Address Box 154, Lesterville, S. D.

ELEVATOR WANTED in northern Ohio or eastern Indiana. Address Lock Box 386, Oak Harbor, Ohio.

FROM TWO TO SEVEN elevators wanted; will pay cash. Address Cash, Box 7, care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED—10,000 to 30,000 bu. capacity. Must be a money maker. Address R. L. C., 2703 Nebraska St., Sioux City, Ia.

ELEVATOR WANTED—Must handle over 250,000 bushels. Give full particulars. Address Iowa, Box 7, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED handling over 200,000 bushels. Any banking done in town? Address P. I., Box 7, Grain Dealers Journal, Chicago, Ill.

GOOD ELTR. wanted in exc. for a section of fine stock and grain land in southern North Dakota. Union County Investment Co., Elk Point, S. D.

ELEVATOR WANTED—To rent with view to buying, in good grain district in Illinois; 200,000 bushel business or better. Address Lock Box 136, Walnut, Ill.

WILL TRADE Brick Block in county seat of 3,000, value \$12,000, for one or two elevators in western Ohio or eastern Indiana. Address Lock Box 8, Hagerman, Ohio.

WANTED to lease or buy city elevator; also, country elevators anywhere; give full particulars, price and terms. Address C. S. Northrop, 293 Dearborn St., Chicago, Ill.

ELEVATORS WANTED at good wheat stations on C. H. & D. system or P. & E. division of Big Four. Address W. A., Box 6, care Grain Dealers Journal, Chicago, Ill.

ELEVATORS OR MILL property wanted in Iowa, Minnesota, or the Dakotas; will trade 800 acres of choice improved farming land for same. Address Lock Box 216, Pipestone, Minn.

ELEVATOR WANTED in corn belt of Illinois or Indiana; town with Catholic church preferred; give price and description in first letter. Address Sal, Box 7, care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in Iowa or Illinois in exchange for a good farm, located in Palo Alto county, Iowa, valued at \$65.00 per acre; incumbrance \$6,100; will take elevator worth \$3,000, balance cash. Address Box 848 Spencer, Iowa.

MEMBERSHIPS FOR SALE.

PEORIA BOARD OF TRADE membership for sale. Address Peoria, Box 6, care Grain Dealers Journal, Chicago, Ill.

Results Follow The Ad

We have sold out. Your Journal did it.
McCREA & VLERBOME, New Holland, Ohio.

GRAIN AND SEED FOR SALE.

SEED CORN, clover seed, wheat, corn and oats for sale. Address Kinsey Bros., North Manchester, Ind.

SEEDS FOR SALE—Choice, re-cleaned timothy seeds \$1.25 per bu. G. L. Miles, 909 Broad St., Grinnell, Ia.

TIMOTHY, CLOVER AND FIELD SEEDS of all kinds; buy or sell. Write us. Ross Seed Co., Louisville, Ky.

CORN FOR SALE in car lots. Write for prices. Elevators on Northwestern Ry. The J. H. Hamilton Co., 538 Bee Bldg. Omaha, Neb.

HEADQUARTERS for Alfalfa, Meadow Fescue, Millet, Sorghum, and Kaffir corn seed. Address Kansas Seed House, F. Barteldes & Co., Lawrence, Kan.

ALFALFA SEED, pure, fresh, 1903 crop; car or bushel lots. Also Turkey Hard Wheat, car lots. Speltz, Macaroni Wheat, Kaffir, Etc. Write for prices. McBeth & Kinnison, Garden City, Kan.

FIELD AND GRASS SEED FOR SALE. WHEN IN NEED OF ANYTHING IN THIS LINE WRITE US. WE MAKE PROMPT DELIVERY. THE WM. S. GILBREATH SEED CO., INDIANAPOLIS, IND.

CLOVER, TIMOTHY, RED TOP, BLUE GRASS, DWARF ESSEX RAPE, POP CORN, BUCKWHEAT, FIELD PEAS, CHICKEN FEED and a full line of FIELD SEEDS for sale to dealers at the right prices. Samples upon application. The ILLINOIS SEED COMPANY, Chicago, Ill.

GRASS AND CLOVER SEED for sale. Headquarters for BROMUS INERMIS, ALFALFA, genuine TURKESTAN ALFALFA, DWARF ESSEX RAPE, ORCHARD GRASS, etc., in carload lots, for immediate shipment. Write for samples and prices.

Henry Nungesser & Co.,
Seed Merchants,
New York, N. Y.

ALFALFA SEED—We offer the best kinds that grow. Seed is taken from Alfalfa that makes the best growth and best adapted to this country. We sell it more reasonable than others; re-cleaned seed \$13.50 per cwt. TURKESTAN ALFALFA, the Alfalfa that has proven such a great success on dry arid soils and will withstand more hardships than any other kind. We have the genuine article, re-cleaned, free from obnoxious weed seeds, for \$16.00 per cwt. Send for samples and send in your order. Catalog is free. Be friendly. Write us. Address A. A. Berry Seed Co., Box No. 105, Clarinda, Iowa.

LOCATIONS FOR ELEVATORS

Excellent locations for ELEVATORS on the Belt Ry. of Chicago. (The Inner Belt). Address B. Thomas, Pres., Room 13, Dearborn Station, Chicago.

GRAIN WANTED.

WANTED—Alfalfa, Millet, Cané Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

CHOICE WINTER milling wheat wanted. Send samples, quote prices. Address Walsh Milling Co., Cuyahoga Falls, Ohio.

WINTER WHEAT wanted. Quote prices, send samples. Ship Big Four or Pa. R. R., Ansted & Burk Co., Springfield, Ohio.

TIMOTHY AND CLOVER SEED, Leaming Corn and American Banner Oats wanted in car lots. E. W. Conklin & Son, Binghamton, N. Y.

WANTED—GRAIN and Miller Dealers to know that I give special attention to Sale of Flour and Grain. Address J. Henry Meyer, Augusta, Ga.

PRICES WANTED based on New Orleans delivery on corn, hay, oats and feed of all kinds. Write Covington Wh. & Com. Co., Ltd., Covington, La.

MILLETS, HUNGARIAN, Medium, Mammoth Red Clover wanted in carloads. Send samples and quote. Northrup, King & Co., Minneapolis, Minn.

PRICES WANTED ON corn, hay, oats, flour, bran, meal, chops, feed all kinds. Best market south. Send sample. Wire; write. H. G. Smith, Birmingham, Ala.

GRAIN WANTED—We are buyers of choice red cob, yellow and large white corn. Send samples and prices. Address F. B. Stevens & Co., Chatham, Ont.

WANTED TO CORRESPOND WITH shippers of grain and hay, who wish to do business in this territory. Geo. T. King, Hay and Grain Broker, Richmond, Va.

OATS, CORN AND CHOPS wanted on consignment. I solicit consignments of Grain, Hay and Mill Products and will make advances on same. J. L. Perkins, Jr., Broker. Office and Warehouse, 110 Levee St., Vicksburg, Miss.

GRASS AND FIELD SEEDS WANTED. WE ARE ALWAYS IN THE MARKET FOR ALL VARIETIES. ADDRESS THE WM. S. GILBREATH SEED CO., INDIANAPOLIS, IND.

WANTED—QUOTATIONS on Corn, Oats, Hay, and Bran. H. D. COTHRAN & CO., ROME, GA. References: R. G. Dun & Co., and First National Bank.

We are buyers of TIMOTHY, CLOVER, MILLET, POP CORN, KAFFIR CORN, BUCKWHEAT and other FIELD SEEDS. Also of Grain and Grain screenings suitable for chicken feed. Sellers please submit samples. THE ILLINOIS SEED COMPANY, Chicago, Ill.

OFF GRADES, OATS AND WHEAT, ANY QUANTITY

OR CONDITION. SEND SAMPLE AND PRICE. B. & O. ELEVATOR, THIRD & W. FRONT STREETS, CINCINNATI, OHIO.

ENGINES FOR SALE.

GASOLINE Engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

DAYTON GASOLINE engine, 25 h. p., for sale cheap. Mertes Machinery Co., Milwaukee, Wis.

ONE STEAM ENGINE, 12 x 24 Slide Valve, for sale. W. S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

VERTICAL GAS ENGINE for sale, 15 h. p. Walter S. McKinney & Co., 204 Dearborn St., Chicago, Ill.

FOOS GASOLINE ENGINE for sale. 5 h. p.; nearly new. Address H. I. Martin, 1719 N St., Lincoln, Neb.

OLDS Gas and Gasoline Engines; all sizes. Other makes second-hand. Sloan & Olds, 354 Dearborn St., Chicago.

CHARTER GASOLINE ENGINE for sale; 14-h. p., good as new. Horner Elevator & Mill Co., Lawrenceville, Ill.

A BARGAIN—A 25-h. p. Springfield gasoline engine, good as new. Will sell cheap. Address H. H. Shenck, Mannheim, Pa.

LEWIS GASOLINE engine, 6 h. p., for sale; good condition; used 4 years; price \$150 here. Varney Mfg. Co., Leavenworth, Kan.

SECOND-HAND Gasoline Engine, 18 h. p., Standard make; will sell cheap on quick cash sale. Address G. S. Crilly, 715 Adams St., Chicago, Ill.

KEROSENE OIL ENGINES give better satisfaction. Send for catalog. International Power Vehicle Co., 56 W. Washington St., Chicago, Ill.

FAIRBANKS-MORSE 54 h. p. Gasoline Engine for sale; run 2 years; will sell cheap. Address F. W. Seele, 408 Chamber of Commerce, St. Louis, Mo.

FOR SALE—Engines, gasoline; from one to eight h. p. All new; simplest engine made and very cheap. John Fox & Co., Covington, Ky.

GASOLINE ENGINE FOR SALE—8 h. p.; used three months. Reason for selling, elevator sold. Price very reasonable. Stillman, Wright & Co., Berlin, Wis.

ADVANCE GASOLINE ENGINE, 13-h. p., for sale at \$425.00. If you want the best for the money, try the "Advance". Geo. D. Pohl Mfg. Co., Vernon, N. Y.

GASOLINE ENGINES for sale: One 20 h. p. Fairbanks-Morse; one 7 h. p. Charter. Both in good order. Address The Anchor Grain Co., 324 Flour Exchange, Minneapolis, Minn.

GASOLINE ENGINES for sale. Our prices reasonable. All engines warranted for 5 years. You will save from 25 to 50 per cent in fuel consumption with one of our engines. E. G. Hicks Gasoline Engine Co., 206 Nicollet Av., Minneapolis, Minn.

FOR SALE—One Erie City slide valve engine, 22x28, which will develop 300 h. p. running 120 revolutions per minute. This engine is in first-class condition and can be seen at work any day. Correspondence solicited. Address Landind, Box 7, Grain Dealers Journal, Chicago, Ill.

ENGINES FOR SALE.

ALL SIZES of the high-grade Lammerit & Mann gasoline engines for sale. Also several second-hand engines of other makes and in good repair at a bargain; write for description and prices. Lammerit & Mann, 155-161 S. Jefferson St., Chicago.

FOR SALE—The following gas and gasoline engines: 60-h. p. Foos; 65-h. p. New Era; 15-h. p. Lambert; 7-h. p. Otto; 5-h. p. Fairbanks; 6-h. p. Webster; 4-h. p. Foos; 3½-h. p. Des Moines; 2½-h. p. Fairbanks. Backus Gas Engine Co., 22 S. Canal St., Chicago, Ill.

FOR SALE: One 10x14 Automatic Buckeye engine, in good running order; No. 1½ Blake steam pump, and one closed heater, two feet in diameter and 7½ feet high. If taken at once, cheap for cash. Address Farmers' Mill & Grain Co., Milnor, N. D.

SECOND-HAND GASOLINE Engines at a bargain. One 9 and one 14 h. p. Otto; one 22 h. p. Foos; one 6, one 15 and one 25 h. p. Fairbanks-Morse; one 10 and one 18 h. p. Lewis; one 30 h. p. Webster. Write A. H. McDonald, 36 W. Randolph St., Chicago.

ENGINES AND BOILERS.

FOR SALE: One 15 h. p. upright boiler and engine, in excellent condition. Hoerlein, 3151 Cottage Grove Ave., Chicago, Ill.

CLARK & COOPER slide valve engine, 16 h. p., and one 25 h. p. boiler, Des Moines Mfg. Co.'s, good running order, for sale cheap. Address Pratt & Son, Minburn, Iowa.

FOR SALE.

One 16 x 18 150-h. p. Atlas Automatic center crank Engine, built three years ago.

One 60 x 16 tubular boiler without fittings.

One 60-h. p. New Era Gasoline Engine, a bargain.

One 11 x 15 35-h. p. Erie City Engine.

One 24 x 14 x 16 modern fire and burglar proof safe, good as new.

One five-ton wagon scale, new, never set up.

One 4½ x 2¾ x 4 duplex steam pump.

One 60-h. p. closed heater.

Write for latest stock sheet. O. S. Potter, Manufacturers' Agent, Toledo, O.

MILLS WANTED.

MILL WANTED—If you have a 50 to 75 barrel mill in Kansas, Oklahoma or Indian Territory that you would like to rent or sell, please address Robbins & Hubbard, Neck City, Mo.

TO EXCHANGE—A fine, large, well improved stock and grain farm in Missouri for a good up-to-date mill of not less than 100 bbls. capacity. For further information address L. F. Nickey, Harviell, Mo.

MACHINES FOR SALE.

ONE NO. 1 VICTOR sheller and one No. 1 Cornwall cleaner for sale cheap; good as new. Address Pratt & Son, Minburn, Iowa.

ONE NO. 1 VICTOR SHELLER and one No. 1 Cornwall cleaner for sale; both good as new. Horner Elevator & Mill Co., Lawrenceville, Ill.

AS GOOD AS NEW—One corn sheller, one large Howe platform scale; fine. Teuscher & Son Machinery Supply Co., 928 and 930 N. Second St., St. Louis, Mo.

SPECIAL BARGAINS in second-hand machinery. Write for Circular No. 20. We may have what you want or know where to get it. A. S. Garman & Sons, Akron, Ohio.

FOR SALE—No. 4 Western corn cleaner and fan; No. 4 Western corn sheller; 3,600 pound hopper scale and one 20 h. p. boiler. All in good order. Address Treat & Morrison, Gays, Ill.

THREE MONITOR Oat Clippers for sale, capacity 1,000 per hour. Two Pease Separators, capacity 800 bushels per hour. Above in fairly good condition. Milwaukee Elevator Co., Milwaukee, Wis.

FOR SALE—One No. 4 Oat Clipper and one No. 4 Barley Scourer. Both machines Barnard & Leas make. Sold cheap if taken at once. For particulars address Stockdale & Reimers, Morrison, Iowa.

FOR SALE—Entire contents of grain elevator, consisting of boiler and engine, corn sheller and cleaner, wheat cleaner, hopper scales, shafting, pulleys and belting. For particulars address Lock Box 7, Groveport, O.

BELT FASTENER. Something new. Quickly adjusted; holds belt tight; can be used over and over again; saves all bother, worry and trouble. Good commission for selling. For particulars address W. A. Nutt, Urbana, Ohio.

ONE NO. 3 Invincible warehouse separator; one No. 7 Monitor receiving separator; one Clark power shovel; one Weller bifurcated loading spout; one telescope flexible loading spout for sale. Address S. Frazier, 1209 Union Ave., Kansas City, Mo.

THE ENTIRE CONTENTS of a first-class 50-bbl. roller mill for sale. Allis rolls; best machinery throughout. To be sold to make way for an electric lighting system. For complete particulars address A. J. Goddard, Freeport, Ill.

DISMANTLING ELEVATOR—Machinery and so forth for sale as follows: 300 ft. of 2½-in. shafting; 50 pulleys of different sizes from 56 inches down, mostly iron; good engine, pumps in connection; brand new boiler just put in; elevator buckets until you can not rest, nearly all new; 5,000 feet of good rubber belt of all sizes; 50,000 feet of the very best pine lumber running from 2x8 for crib stuff and frame timber, all sizes up to 40 feet in length; five pair Fairbanks scales; 150 perch of stone. If there is anything in above you can use, do not fail to write us, for it will be sold very low for cash. Address J. A. Neal & Co., Peru, Ind.

RECEIVERS

who want to reach the regular grain dealers of the country use space in the GRAIN DEALERS JOURNAL. . . .

SITUATIONS WANTED.

POSITION WANTED as buyer for some grain firm to run elevator. Seven years experience. Address Lock Box 15, Breda, Iowa.

POSITION as Manager of Country Elevator. Nine years experience; 29 years old; married; best references. Address Box 48, Burdett, Kan.

POSITION WANTED as auditor of line elevator company. First-class reference furnished. Address A. R., Box 2, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer for line eltr. co.; 8 years experience; will work reasonable to start; best references. State wages. Address Box 515, Sibley, Ia.

POSITION WANTED as bookkeeper and general office work with grain firm. Address A. E., Box 4, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by practical grain man, as manager of country elevator in good line town; best of reference furnished. Address B. A. F., Box 7, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of grain elevator or lumber-yard combined by a young man; best of reference on application. Address L. F. T., Box 7, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as bookkeeper in small town in eastern Illinois or western Indiana by a young, experienced grain man, familiar with coal and implements. Address Mack, Box 7, Grain Dealers Journal, Chicago, Ill.

THOROUGHLY EXPERIENCED ELEVATOR man desires position as manager of country elevator, or foreman of transfer house. Reference given and required. Address Low, Box 3, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by a capable young man, single, in Southwest; four years with country line elevator firm; three past years with prominent Chicago cash grain firm. Best recommendations. Address Single, Box 7, care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of foreman in a country elevator; eight years' experience; can fill any place; can do your repair work; understand gasoline engine; a No. 1 all-around hand man; best of references. Address John F. Barnett, Indianola, Ill.

SCALES FOR SALE.

SCALES for elevators and mills; low-est prices. Chicago Scale Co., Chicago.

FOR SALE—30 sets of 42,000-pound Fairbanks-Morse Compound Beam Hopper Scales, as good as new. Can furnish framing timbers with these scales. Prices on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

ELEVATOR SCALES—We make a specialty of wagon, portable, platform, dormant, hopper and warehouse scales. Send for our latest catalog of elevator scales. Osgood Scale Co., 305 Central St., Binghamton, N. Y.

HELP WANTED.

WANTED—Experienced grain men to manage country elevators; must come well recommended. Address Experienced, Box 7, care Grain Dealers Journal, Chicago, Ill.

PARTNERS WANTED.

GOOD PARTNER wanted, with ten or fifteen thousand dollars capital to buy half interest in one of the best elevator and wholesale grain businesses west of the Mississippi River. For further particulars address Partner, Box 1, Grain Dealers Journal, Chicago.

MISCELLANEOUS.

WEEVIL killed quickly. Send \$1 for receipt for remedy. Money refunded if dealers who follow directions do not get relief. Box 314, Urbana, Ohio.

WRITE, WIRE OR 'PHONE KRAUS & APFELBAUM, COLUMBIA CITY, IND., WHEN YOU HAVE WOOL FOR SALE. Being large buyers of wool and supplying many large mills, we are in position to pay you the highest market prices at all times. It will be to your interest to write, wire, or 'phone us and we will send our representative to see you. Information as to market and outlook for the wool trade gladly furnished. Write us. Be friendly. Kraus & Apfelbaum, Columbia City, Ind.

MISCELLANEOUS FOR SALE.

AT A BARGAIN—20,000 feet of first-class rubber belt, all widths and plies; cut to any length; must be sold quick. Park Machinery Co., 222 E. Washington St., Chicago, Ill.

FOR SALE ON EASY TERMS: Three and Three-quarter (3¾) sections of the choicest farming lands in Assiniboia, Canada. Address W. R. Mumford Co., Room 430 Rialto Bldg., Chicago, Ill.

FOR SALE—2,400 ft. of second-hand 5-ply, 17½-inch wide rubber belt. 2,800 elevator buckets, 6 x 1¼, four holes, with brace in center. Can furnish boots to go with this belt. Four steel pans, 168 in. long at top, 92 in. long at bottom, 60 in. deep. Prices made on application. Trans-Mississippi Grain Co., 532 Bee Bldg., Omaha, Neb.

HAY WANTED.

NO. 1 TIMOTHY HAY, for eastern trade wanted. Write at once. G. W. Kennedy & Son, Shelbyville, Ind.

HAY AND STRAW WANTED on all roads. Liberal advances on all consignments. W. D. Jones, Buffalo, N. Y.

HAY & STRAW WANTED:—top prices and prompt returns guaranteed. Gilbert Plowman & Co., 601 West 33d St., New York, N. Y.

HAY WANTED—Consignments solicited. Liberal advances made and prompt returns guaranteed. Address A. L. Deibel, 29½ Whitehall St., Atlanta, Ga.

HAY CONSIGNMENTS solicited. Will honor draft with bill of lading attached for three-fourths value. Prompt returns. S. T. Beveridge & Co., Richmond, Va.

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GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

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Letters

on subjects of interest to those engaged in
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always welcome.

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CHICAGO, ILL., APRIL 10, 1904.

TEAM TRACK weighing of grain at terminal markets shud be abolished. Force it thru elevators and insure correct weights.

WEEVIL abhor a clean, light elevator. After sweeping your house thoroly give all walls and ceiling a thick coat of whitewash and concentrated lye.

WHEN shipping to St. Louis demand Merchants' Exchange weights, then will you be sure of receiving pay for what is in the car upon its arrival in that city.

DARK days depress the barley and timothy markets on 'Change because buyers will not trust their eyes on such days to judge of the quality, hence it is more profitable to consign so as to arrive on a bright clear day.

SENATOR BURTON of Kansas is convicted, disgraced, for protecting the interests of a St. Louis bucket-shop in its dealings with the Postoffice Department. Bucket-shops seem to be most excellent institutions to let alone.

KANSAS CITY has better weights than ever before and none of the members of the trade at that point have failed to render every assistance in his power to secure correct weights for the country shipper. Recently a resolution was adopted by the Board of Directors of the Board of Trade, ordering that all cars should be swept thoroly, when unloaded at elevators, mills or warehouses and that

further sweeping be prohibited. Later this action was heartily endorsed by the members of the trade.

OUR CARTOON of Chicago's Chief Grain Inspector, published in this number, was prompted by the discovery of the fact that he has succeeded in getting thirteen of his relatives on the public pay roll at Chicago. Any one in search of arguments in favor of political inspection need go no farther.

CONGRESS is still sleeping over the proposed, much-needed amendments to the interstate commerce law, which are designed to strengthen that statute and aid in carrying out the original purpose of it. If every grain dealer in the country would go after his congressman with sharp letters, the proposed amendments might receive the much-needed consideration and adoption.

SPRINKLED OATS are said to have figured more largely among recent receipts at St. Louis than some shippers think possible. After they have had several cars spoil, they may discern the futility of this sharp practice. Water may increase the weight, but it will not improve the quality of oats.

THE SEASON is at hand which should bring a complete overhauling, inspection and repairing of your weighing facilities. Of course you believe your scales are all right, but it is far safer to *know* it. Mr. Cortelyou, in his paper on weighing, read at the Mexico meeting, told of a season's shortage of 2,800 bushels in one small country elevator, due entirely to a wagon scale with a rotten timber.

CORN did not seem to keep very well in the crib last winter. At least we are receiving reports from Indiana and Illinois points to the effect that dealers have discontinued trying to shell the corn, but are selling it out locally at 10 to 15 cts. per bushel. Even the farmers who cribbed last year's crop are fearing to inspect their cribs. When corn contains so very much moisture it would seem advisable to place ventilators in every crib and at frequent intervals, and then dry it before shipment.

MILWAUKEE'S commission firm charged with skimming returns to a country grain shipper has been convicted, but as yet has not been expelled from the Chamber of Commerce. There seems to be no good reason for longer delay on the part of the Exchange. The commission firm is guilty, without doubt. It may escape the law on some technicality in a higher court, but even if it succeeds in doing so, that should in no wise have any bearing on the treatment of its members at the hands of the Exchange. They are guilty and should be fired, bodily. The grain trade has no use for the skimmers. The market which tolerates them does so

at its own peril. The shippers will not stand for such extortion.

BALTIMORE and Philadelphia propose to make a vigorous fight to retain the freight differential which has so long been granted and to which they seem justly entitled. It does not seem fair that any railroad should be required to haul grain thru Baltimore or Philadelphia to New York at the same rate of freight as obtained for delivery at the first two points. The Ohio Grain Dealers' Assn. has protested against any change, and, of course, the grain exchanges of Baltimore and Philadelphia are working together against any alteration.

THE MONTHLY reports on the condition of cars arriving at Chicago, Kansas City and St. Louis proves conclusively that country shippers are still alarmingly careless in preparing their grain for shipment. Cars are not properly coopered or sealed. At least they do not arrive at the terminal markets in such condition, and it would be unreasonable to suppose that an army of men were kept busy breaking seals on cars, just for the purpose of showing up the rank carelessness of the country shipper. Get after your loader and give him frequent instructions regarding the coopering and sealing of cars. It will save you grain and money.

SEED CORN of known vitality and superior quality seems very difficult to obtain in Iowa and Missouri. The Iowa Grain Dealers Association recently authorized Prof. Holden of the Iowa State Agricultural College to purchase 1,000 bushels of good quality in Illinois, for distribution among the careful farmers, that better seed corn might be provided hereafter. Experiments with corn gathered in Iowa last year are very discouraging as to vitality. Some sections of other states, no doubt, will experience like trouble, hence it behooves all dealers to encourage farmers to exercise great care in the selection of corn for the spring planting.

DEALERS who stop to discuss the benefits derived from attending grain dealers' conventions surely cannot have entered into the spirit of the meetings they have attended, with any enthusiasm. The dealer who goes to a meeting for the purpose of getting out of it all he possibly can and contributes not one iota to uplifting the common interests of the trade, is working on a very narrow and selfish plan. He cannot go and talk with his fellow dealers regarding common trade troubles without gaining a fund of information that would be of value to him forever afterwards in his business. The more active interest each dealer takes in every meeting he attends, the more profitable will that meeting be to him and to the trade at large. Even the man who goes to the convention for a good time and gets it, benefits by meeting his fellow dealers.

THE PROPOSED UNIFORM B. OF L.

Grain shippers east of the Mississippi and north of the Ohio are greatly indebted to the Illinois Manufacturers' Asso. for the fuss it has stirred up over the contemplated introduction, by rail carriers, of a uniform bill of lading, which should relieve carriers of many liabilities to shippers.

Eleven different conditions limiting or affecting the liability of the carrier were printed on the back of the proposed bill of lading and made a part of it. Those who were cautious enough to demand the old-time bill of lading were still to be permitted to have it, upon accepting, in writing, a 20 per cent increase in freight charges. The Manufacturers' Asso. was so very vigorous in its opposition to the introduction of the new bill of lading restricting the liability of the carrier, that, instead of putting it into use April 1st, as contemplated, the railroads have postponed its introduction until October.

If the grain shippers of the country are alive to their own interests they will never accept a bill of lading limiting the carrier's liability.

RECIPROCAL DEMURRAGE.

Reciprocal demurrage is gaining ground in different sections of the country. The agitation in the Northwest is being pressed earnestly and word just received from Geo. T. King was to the effect that the Supreme Court of Appeals of Virginia has upheld the full text of the reciprocal demurrage and car service charges, promulgated by the State Corporation Commission, which we published on Pages 276-7 of the Grain Dealers Journal for Sept. 10th, 1903.

If the shipper is to get 1-100 part of his rights in his dealings with the railroad companies, it seems absolutely necessary that he fight vigorously and persistently for it, and enlist all legislative bodies in behalf of his interests. Many of the regulations enforced by the carriers are prompted and sustained wholly by selfish interests, and with utter disregard of the interests of the would-be shippers.

Several states have now come to the rescue of shippers and enacted laws providing for reciprocal demurrage charges. Virginia's rules will soon be in force, and, as in Texas, shippers will be able to secure cars, within a reasonable time, or be compensated for the delay. The shippers ask no more in this matter of demurrage than they are willing to give, hence are not open to the charge of unreasonableness.

As the stockholders of our great railway systems get nearer to the active managers, the carriers seem to ignore, more studiously than ever, the rights and interests of shippers. It behooves the shippers of the country to recognize the fact that a new influence is in control of the rail-

roads and that, instead of studying how the volume of business shall be made to double the carrying capacity of the roads, the new managers are studying how they can establish the legal right to extort extra fees and charges from the shipping public.

FEDERAL INSPECTION.

An individual, hailing from North Dakota, thru some combination of unfortunate circumstances, has been able to break into the United States Senate, and last week delivered an address on his bill providing for federal inspection, which gave sufficient proof of his inability to represent the state which was forced to send him there. Senator McCumber's speech is in reality an unjustified attack on the operators of terminal elevators at Minneapolis, Duluth and Superior. It shows the man to be utterly lacking in power to take a broad, national view of grain inspection.

His address contains frequent repetitions of such phrases as "as I understand it," and in one place he says, "All the information which I obtain must necessarily be obtained second-hand." Thus he occupied the time of the senate with attacks on the terminal elevator men and quoted freely from unknown newspapers, which make a specialty of publishing misinformation and do not profess to know anything of the grain trade's practices or needs.

The first part of the "individual's" address treats largely of weighing, which will in no wise be affected by the bill, even should it become a law. He charges the terminal elevator men with stealing about 27,000,000 bushels of wheat in the last 10 years, which is as impossible as it is ridiculous. Then, too, he quotes instances of intrastate shipments which would in no wise be affected by his inspection bill. Congress can regulate only interstate commerce.

The Senator also prates much of the loss to the farmers, owing to the practices with which he falsely charges the terminal elevator men at the three points named. He has not investigated even far enough to learn that the grain is shipped to the terminal market by the country grain dealer, seldom by the farmer. Then he unjustly charges the inspectors with grading grain according to the direction of owners, which shows how ignorant he is of grain-trade methods. The inspectors do not know whose grain they are inspecting.

He spent much time in maligning the grading of flax in northwestern markets and thereby again proves his utter ignorance of inspection methods. The grading of flax is the only work of the grain inspection department, which has been reduced to an exact mechanical science. There is no guess work about it. It is

positive and any one with a balance and sieves can determine with precision the grade of flax.

He wrongfully quotes the quantities of each grade received with the quantities of each grade shipped from terminal elevators, showing again that he is entirely ignorant of the mechanical equipment of the large terminal elevators, which by cleaning, scouring, drying and mixing greatly improve the quality of grain, hence it merits higher classification when they are thru with it.

If the McCumber Bill becomes a law and the trade is burdened with two inspection departments at every terminal, instead of one, the interference with the business and the expenses saddled upon it will outshine any possible benefits which might accrue. In the address before the Senate, however, it was shown that only benefits will accrue to the producer, who does not own the grain when it is graded in terminal markets.

The Senator presented no arguments, facts or statements, which are a credit either to him or the state he represents. He is ignorant of the entire subject. It behooves him to take a few days off and investigate the subject or else admit that his efforts are prompted by ring politicians who are interested in more troughs to feed the political workers, rather than in improving the methods of grading grain.

GOOD SERVICE WILL COMMAND THE PRICE.

The expenses of running a country elevator are as inevitable as taxes, and a change in the personnel of the owners can never effect an escape from them. Placing cheap men in charge of the work may reduce the nominal cost of operation, but it is sure to increase greatly the real cost. A high grade of intelligence and years of practical experience are essential to success in the grain business and elevators having no such factors directing their management are doomed to financial failure. The experienced grain dealer who manages his own elevator is certain to succeed where a large company of farmers with a cheap, inexperienced manager cannot hope to. It may seem thin picking for him during the early days of his co-operative competition, but eventually he only will succeed.

He only is interested in the success of his elevator and naturally he will study and work harder to attain success than a hired man. If a high-priced man is placed in charge of the competing house, then the stockholders must pay more for marketing facilities than to the independent and in addition assume the financial responsibilities of an uncertain business.

The whole question resolves itself to—Is the grower willing to pay for competent service? The co-operative movement of thirty years ago and the grange move-

ment, show that after a short experience the farmers were convinced that the grain merchant and the dry goods merchant who specialized and was trained to the business could serve them more satisfactorily and save them money.

After the novelty of the co-operative movement has worn off and the independent elevator operators cease assisting by opposing it, the grower's interest will revert to his own business, the one he understands. His prejudice will disappear and he will prefer to entrust the weighing, grading and preparation of his grain for market to one specially schooled in the work.

THE DAY OF BETTER ELEVATORS AT HAND.

The day of the cheap elevator, the product of the barn builder and the country carpenter, is passed. Not only are the progressive grain dealers of the country demanding larger and better elevators, but they are equipping them to handle grain more advantageously. They are providing larger power plants and machinery for drying and purifying as well as cleaning grain at country points. Those who have modern houses, equipped with up-to-date machinery, do not have their grain graded off on account of a little dirt, moisture or weather stains. They put their grain in prime condition, before starting it to market, and get the top of the market instead of a discount.

Then, too, the railroads are establishing rules which preclude the building of small elevators on railroad right of way. Several years ago the Vandalia established a rule that no site would be granted for an elevator of less than 50,000 bushels capacity. Last year the Frisco system refused to grant sites along its new lines for elevators of less than 25,000 bushels capacity, and now the Rock Island comes forth and places a minimum limit of 20,000 bushels upon new elevators built on its right of way.

The larger the elevator's storage capacity the better equipped is the grain merchant to receive and care for all grain offered at his door. He is not so likely to be forced to suspend business, by a scarcity of cars, and the railroad will lose less business, if a depot of ample capacity is provided for the reception of all grain offered.

The day of the barn builder in the grain elevator business is past. Too many of his model houses have collapsed when entrusted with the yellow grain. Too many lives and too much property has been sacrificed to his ignorance of the stresses to which the grain storehouse is subjected. The grain man of today who builds an elevator wants a good one, one that is conveniently arranged and that can be operated with a minimum amount of help. He has no time to consider the propositions of the barn builder.

Observations.

By Traveler.

The Farmers' Elevator Co. recently organized at Rushford, Minn., is already in difficulties, as the members have not found their oppressed condition materially ameliorated by organization. W. J. Rau, a son of Jacob Rau of Wykoff, one of the veterans of the trade, and himself an experienced buyer, was placed in charge of the business with the expectation, apparently, that he would work miracles, and his regular methods failed to suit; so a young man of twenty-five, who has been second-man, is now in charge of the elevator. Can anyone see their finish?

The announcement that Minneapolis millers have bought 1,000,000 bu. of cash wheat from terminal elevators for April delivery and that three-quarters of the winter wheat in store at Kansas City is sold to them called forth the remark from a leading commission merchant that their receipts and purchases this season have varied from 10 to 25% of hard winter wheat from the Southwest, all of which has gone into the making of spring patents. The millers at Milwaukee and Duluth are said to have also invested in winter wheat more heavily than heretofore, owing to the poor quality of the yield in the Northwest, and the sharp remonstrance brought forth from Chicago millers during the brief period when a 5c differential was made in favor of Minneapolis from the winter wheat territory indicates what importance they attach to that source of supply.

A Milwaukee malting company has had a novel experience with an elevator company in Minnesota from whom it purchased a round lot of sample barley. When the latter arrived it was found to be of inferior quality and the maltsters declined to take it except at a reasonable discount; but the shippers insisted upon no more than a fractional allowance and when that was not granted demanded arbitration. In this they are said to have had the support of a commission firm through whom the original sale was made, although there is no provision in the rules of the Chamber for such a procedure, and the case promises some interesting complications. When grain delivered on contracts there is not up to sample and has so been declared by Inspector Hinckley, the buyer has the privilege of refusing it altogether, and if he accepts it at a discount it is only by way of a concession to the shipper. He cannot be compelled to take it unless he is satisfied with the allowance proposed.

It transpires that the case of the Cannon Falls Farmers' Elevator Co. vs. the Great Western and Milwaukee roads is being prosecuted with the aid of the Minnesota Municipal and Commercial League, an organization representing between 50 and 60 communities, and it was upon its solicitation that the Minnesota Railroad and Warehouse Com'n intervened in favor of the complainant. The League, which is just a year old, has, so its officers assert, already secured a reduction of 10% in coal rates and 15c in lumber rates applying to three-quarters of the stations in the state, and it is now proposed to obtain an equalization of grain rates. At the recent annual convention, a resolution was adopted requesting the Minnesota delegation in Congress to secure legislation substantially similar to that embodied in the Quarles-Cooper bill,

and also an amendment to the long and short haul clause of Act to Regulate Commerce restricting the allowance now made for "competition," which, under recent court decisions, has divested that clause of all effectiveness in safeguarding the interests of the smaller communities.

Government Crop Report.

The monthly report of the Department of Agriculture shows the average condition of winter wheat April 1 to have been 76.5, against 97.3 on April 1, 1903, 78.7 at the corresponding date in 1902 and 84.1 the mean of the April 1 averages the last 10 years.

The average condition of winter rye on April 1 was 82.3 against 97.9 on April 1, 1903, 85.4 at the corresponding date in 1902 and 89.1 the mean of the April averages of the last 10 years.

Michigan Crop Report.

Fred M. Warner, secy. of state, Lansing, Mich., in his crop report issued Apr. 9, states that the condition of wheat Apr. 1 varied considerably thruout the state, the average condition being 79 per cent.

Where the crop was sown on high ground the prospect is fair. Much wheat was sown late with a short time for growth. Such fields look bare, yet where the location is favorable the roots are said to be alive.

On low, heavy ground wheat has suffered badly irrespective of whether it was sown early or late. The steady cold weather during the winter froze the ground quite deep, so that when the snow melted and the rains came the water could not be absorbed and in many cases stood for some time on the fields in the low places. In this way much wheat has been damaged. On rolling ground some wheat has been washed out and in some cases smothered by snow or ice.

Late Crop Reports.

[Received too late for classification in State News columns.]

Arthur, Ill., Apr. 9.—Winter weather today; roads bad, nothing moving; no oats sowed; everybody cold and looking blue.—Jacob Steck, Mgr., Fairbanks Grain & Coal Co.

Hunnell, Kan., Apr. 9.—The outlook for a wheat crop is only fair in this section; it is very windy and had been dry; have had one or two showers, but must have more rain soon or wheat will be damaged.—R. S. Hunter.

Wakita, Okla., Apr. 8.—Growing wheat thru this part of the country looks good up to date. A heavy dust storm has been raging for the last ten hours, but that is a good sign of rain in Oklahoma when all others fail.—G. W. Guthrie.

Independence, Kan., Apr. 8.—Within the last week have had two good rains; weather cool. Wheat was all alive, but on account of its being too dry, it had begun to look spindling and was not stooling enough. These rains and cool weather will make it all come strong.—Bowen Milling Co.

Peck, Kan., Apr. 8.—Growing crop of wheat was never in better shape; good stand, healthy plant, and good heavy rains; oats very backward and poor stand; about 5 to 10 per cent of old crop in farmers' hands; considerable old corn but is being held too high for shippers to buy; cattle feeders about all done and stock shipped and being shipped.—T. K. Bell, Agt., A. C. M. Co.

Letters From Dealers

REQUIREMENTS OF A REGULAR DEALER IN OKLAHOMA.

Grain Dealers Journal: Relative to the essential requirements of eligibility to membership in the Oklahoma and Indian Territory Assn. our Constitution and By-laws provide; that any person, firm or corporation operating an elevator can become a member of this assn. upon the recommendation of a majority of the members who are buying grain at that station, agreement to abide by the Constitution and By-laws, the payment of a membership fee and one quarter's dues in advance, and the approval of the Board of Directors.—C. F. Prouty, Sec'y, Kingfisher, Okla.

MORE ENTHUSIASM FOR ASSN. WORK.

Grain Dealers Journal: Cannot there be more enthusiasm injected into the grain dealers as to assn. work? It seems very strange that men will see the need of organizing for their mutual benefit and then after a time grow cold and indifferent, becoming regular old-fashioned Methodist backsliders. Cannot someone suggest a remedy, so the assn. can keep them in the fold? As long as everything goes lovely they are the loudest, are way up on the top round of the ladder; but let some one tramp on their toes and they have no more use for the assn., and in fact for any member of it.

I think that the way assn. meetings are carried on has considerable to do with it. The meetings are not made interesting enuf for the small dealers. They get tired of spending \$2 to \$3 and a day's time to attend a meeting 2 or 3 times a month for about 1 hour's consultation. They think time and money too valuable for the benefit they derive and consequently get careless, and just as soon as they do that they lose their interest (just as a little boy does in attending Sunday school).

The officers must devise some plan to interest them, and this we could do by having papers read and certain members talk on different subjects, and the members discuss the various subjects. The little dealer does not always think the man with a string of elevators is his superior and that he should at all times sanction what he says or acquiesce in all his views.

So many subjects are coming up that members can put in 3 or 4 hours at each meeting and go home knowing they have been benefited.—Such subjects as the duty of the elevator man to the farmer—How to obtain better grain—Should the slovenly farmer receive the same for his grain as the tidy farmer; if not, why, and the remedy—Should the grain dealer make the farmer feel he is his friend, or be selfish, and, as I heard one say, try to buy just as cheap as he possibly can? Is this just the right principle? Can we blame the farmer for seeking track men to buy his grain when such a disposition is shown by the elevator man? Cannot elevator men see they can make fully as much money by not continually trying to tramp on somebody's toes?

I would like to read in the Journal the

ideas of the grain men on assn. work, and the most successful way of carrying it on.—C. R. Hopkins, Custar, O.

FINANCING OF RICE CROP BAD.

Grain Dealers Journal: The methods in force in south Texas and Louisiana in handling the rice crop is as follows: the rice farmer delivers his grain to the rice miller, who advances \$1.00 per bag, the miller giving the farmer a receipt for the number of bags, and charging the farmer for storage, insurance, brokerage, milling, etc. The miller sells this grain, but does not make return to the farmer until he has cleaned out his elevator, or

regarded with increasing disfavor the tentative position taken by the Board in support of legislation for the protection of the shipping public; altho this hostility has been particularly manifest since the infusion into the Board of new blood such as that brought by the National Grain Dealers' Association and some of the Western grain exchanges which are working to the same end. Signs are not lacking that the present situation will result in the break-up of the National Board and its reorganization. Hampered as it has been by the influence referred to, its chief sphere of usefulness has thus far been restricted to the passage of resolutions, some of which have been of a



Wm. Murray's Elevator at White Heath, Ill., Before the Storm.

in other words sold the entire crop trusted to him.

This state of affairs is working a peculiar hardship on the farmer as it is stated that the farmer must of a necessity carry the miller and his customer until the entire rice crop is harvested and marketed, and in addition pay storage on his grain, which the mill has probably already sold. The working of this system while most satisfactory to the miller is having a very depressing effect on rice farming. The formation of the rice trust will, it is hoped, work some change in these conditions as the trust claims it will handle the grain on the same basis other grain is handled in other states.—J. S. W., Dallas, Tex.

THE NATIONAL BOARD OF TRADE.

Grain Dealers Journal: As a result of the chicanery and dilatory tactics alleged to have been practiced by the ruling "clique" of the National Board of Trade, a number of the more important organizations composing that Board are considering the creation of an independent bureau at Washington which shall represent their interests.

Except for issuing the annual report, which is just out, nothing has been heard from the Board since its last meeting. At that time a number of important questions, among them the advisability of having a Commissioner at the Capital, were left undecided, and it was expected that a Council of the Board of Managers would be called at once, but Col. Sullivan, the new President, has made no sign of action.

It is believed by some that a new regime has been inaugurated, under the domination of the railway interest, which has

most puerile nature, and the barnacles now clinging to it must be cleared away before anything effective can be accomplished.

Frank Barry, the former Commissioner, who resigned on account of a depleted treasury and constant bickerings with the Secretary, W. R. Tucker, is again an applicant for the position, but he has stirred up so much opposition in various quarters that his success is not probable. Members are asking what he succeeded in accomplishing during the months that he acted for the Board. Those interested are now in the attitude of the illustrious Mr. Micawber—"waiting for something to turn up."—Dissatisfied.

RECIPROCAL DEMURRAGE.

Grain Dealers Journal: The subject of reciprocal car service or demurrage is one which has recently attracted the attention of both the legal and the mercantile world. For several years the carriers of the country have had in operation through car service associations, extending over large territories, rules regulating the detention of cars both by consignors and consignees. Each of these associations have practically the same rules though the so-called free time for loading and unloading varies somewhat to accommodate the locality in which the rules are in force. Without exaggeration, at least two-thirds of the United States is covered by the operation of the rules which are more or less arbitrarily enforced. In some instances the rules are enforced indifferently, while in others the strict letter of the rules is applied.

The enormous increase in freight movement during the past decade, and more especially since 1897, has caused the carriers of this country, for lack of facilities,

to delay the furnishing of equipment, and where they have been able to furnish the means of transportation, they have been met with a want of motive power. It is a common law duty of a railroad to furnish equipment and motive power for all of its patrons in a particular line, when they are called upon to do so. The law also requires that the commodities be moved with reasonable dispatch, and nothing will excuse the failure to do so, but accident or other causes beyond the control of the operators. The defense always put up before the jury is that it was impossible to move the large amount of tonnage, that more business was offered than could be taken, or that the particular car in question was accidentally let stand on some out-of-the-way siding. The question of reasonable time in which goods are transported is one of fact for the jury, and any one who has been in court knows how the jury is influenced by the defendants in such cases.

It has become the practice recently since the introduction of the per diem rule for payment for the use of foreign cars, to take goods which happen to be in the foreign cars, particularly in what is known as a penalty car, that is, a car which has been held over 30 days, and rush it through to destination to relieve the payment to the road owning the car, of one dollar per day; or transfer the contents into a home car, or unload the contents at some point other than the destination, and there hold it for an indefinite length of time. It is a burden on the shipper or receiver to go into court on each car and make out a case of unreasonable delay. Blockades, wrecks, floods and similar matters become very large when told before a jury. A few days seem nothing when stated, but the difficulty of doing business under such circumstances can only be appreciated by one who has been through the mill.

To compensate the shipper or receiver for these delays several of the states have had introduced into their legislatures laws providing for the payment to the shipper in the event he is not furnished with a car in which to transport his goods promptly, to compensate the owner for the want of movement of the car at a reasonable rate per day, and to compensate the receiver in the event the car is not placed on unloading tracks promptly on arrival after destination. Bills to this effect have been introduced in Indiana and Illinois. Virginia has passed an act providing for recovery of the carrier at the rate of \$1.00 per day and practically affirming the right of the carrier to charge and collect the same amount when the facilities of transportation are withheld by the shipper or by the consignee.

One of the equitable features of such a law is apparent on the face. The carrier and owner of the property occupy reciprocal relations. The shipper may hold the car if he be willing to pay a specified amount. The effect of such a law is that the rights, duties and liabilities of the parties become mutual, and each is compensated in the same manner for his delay. For years the railroads of this country have attempted to narrow, by conditions in the bills of lading, their common law liabilities; they have been eager through commercial freight agents to get traffic, but they have been equally eager to get more business than they could handle expeditiously, not caring when it reaches destination. It is time that the business interests return to the common law liabilities (at common law the rule of reasonable time for loading, unloading and transporting is certain) and to do so will not be harmful to any interest, but place the

shipper, receiver and business man on a par with the other business man who, as common carrier, transports his commodities.—G. S. Loftus, St. Paul, Minn.

Elevator Wrecked by Tornado.

Since the destruction of the elevator at St. Charles, Minn., last fall grain dealers have enjoyed an immunity from damage by windstorms. Their security endured only for the winter. One of the early storms that herald the coming of spring cut a swath thru the town of White Heath, Piatt County, Ill., on the evening of Mar. 24.

The tornado struck the new elevator of William Murray, lifted the building bodily, dropped the lower 12 ft. back on the foundation and pitched the upper part over upon the engine room. The building was a complete wreck.

Fotographs showing the elevator as it appeared before the storm, and two views of the subsequent wreck from opposite directions, are reproduced in the engravings herewith.

The roof of the engine room flew out before the elevator was piled upon it. The brick walls of the engine room were leveled to the ground, but the gas engine was unharmed except for damage to fittings.

Altho the elevator was empty the force

of the wind was so great that the building would probably have been wrecked even tho filled with grain. A church was blown across a street and several buildings unroofed. The storm moved in a northeasterly direction, as usual.

Farmers helped Mr. Murray to clear away the wreck and he is rebuilding on about the same plan, 40 ft. square and 75 ft. to top of cupola. Mr. Murray, who resides at Champaign and operates another elevator at Savoy, expects to have the wrecked elevator rebuilt in time to resume handling grain by May 1.

National Association Meeting.

The Milwaukee Chamber of Commerce is already making arrangements to entertain the visitors at the annual meeting of the National Asso., in that city on June 22, 23 and 24. Committees have been appointed to assist the Executive Committee, of which W. M. Bell is chairman.

Secy. Stibbens has made arrangements with the Plankinton Hotel for headquarters; that hostelry affording the better accommodations, in that it can accommodate a large number of members and offers a large room for the meeting, as well as a large and well-lighted space for the exhibits of the chief grain inspectors' samples, on the floor immediately above the meeting hall.



Wm. Murray's Elevator at White Heath, Ill., After the Storm.



Another View of Wm. Murray's Elevator After the Storm.

Asked— Answered

MAKER OF LOG DUMP?

Grain Dealers Journal: What firm sells what is called the log dump?—E. D. Russell, East Prairie, Mo.

ADDRESSES WANTED OF CORN-MEAL GRINDERS?

Grain Dealers Journal: We are desirous of knowing the names of some cornmeal mills thru Illinois, who grind cobs with their meal. The information will be highly appreciated.—Zorn Grain Co., Bloomington, Ill.

CARELESS SAMPLING AT TERMINALS.

Grain Dealers Journal: I observe that two of the Journal's readers have been waging a controversy of words over sampling at terminal markets, and, while there is undoubtedly much to say on both sides of the question, it seems to me that "Sampler" was put on the defensive.

I have not infrequently had occasion to visit the railroad yards of my home city in the early morning hours, which has given me a good opportunity to watch the samplers at work, and some of the things I have seen certainly sustain the assertions of P. E. S. For instance a sampler employed by one large commission house could not have been over fifteen years of age, and he did just the sort of work that could be expected of a boy at that stage of growth. The plunger which he carried would be run down into the load near the door once or twice, and if he did not get quite enough to fill his bag he would scoop some grain from the top of the load, taking chaff and all. The result was a sample that did not fairly represent the quality of the car and in most cases would prove inferior to the average; for, unless there is a deliberate attempt at deception on the part of the shipper, the grain at the door of a car near the top is usually the last out of the bin, and where the latter has been emptied is composed partly of sweepings. When an inferior sample is taken in this way, the shipper of course loses in the price obtained for his grain; and if the quality at the door happens to be better than the rest of the car, he must make an allowance on the balance when the car is unloaded at the buyer's elevator. In the latter case the net result to the shipper is, as a rule, somewhat under what he would have obtained had the sale been made on an average sample. The careless practice above mentioned thus becomes a "sharp, two-edged sword," which cuts either way.

How much country buyers have lost through the economy of certain commission houses in employing boys where they should have had reliable men on the tracks can only be surmised, but it amounts to a large sum; and when you add to this the "rake-off" taken by not a few track bidders by improper sampling the figures if published would be positively appalling.

I am not prepared to say that official sampling would be any great improve-

ment, judging by what I have been told of the slack as well as corrupt methods in vogue at a market which need not be mentioned here; but it seems as though some system ought to be devised by which the rights of the shippers can be more fully protected.

Would it not be possible to bring about active co-operation in this field between the various exchanges and the Grain Dealers National Association, so that the latter can be adequately represented on any board or committee having supervision over sampling and inspection? This might involve some expense to the latter, but it would undoubtedly save a vast sum to the shippers at country stations. I, for one, believe in widening the sphere of activity of the Association in all possible directions where the result will be beneficial to the trade.—W. C. C.

VITALITY OF KILN-DRIED GRAIN.

Grain Dealers Journal: The question is asked in your issue of March 10th whether kiln drying of grain is detrimental to the grain, and if the germinating qualities of grain are affected. This is a much mooted question, not definitely settled in the minds of the majority of your readers.

When the use of machines for drying grain commercially first came into vogue, the practice was assumed to be illegitimate, and was carried on as quietly as possible. Its primary purpose was to raise the grade of grain, particularly corn, to produce contract from the lower grades, especially in times when the price of contract corn was subjected to manipulation. The dried product at such times was naturally objected to by those interested in cornering the market, and in support of their objections many claims, adverse to the process of drying, were offered.

As time went on it became apparent that kiln drying worked a marked improvement in the grain so treated, removing odors, mustiness and moisture, cooling and sweetening the grain, bringing soft and immature corn into merchantable condition, and rendering it safe for shipment to distant points or for storage indefinitely.

Buyers East, South and abroad awakened to this fact, and at once there developed a demand for the dried product, premiums of three to five cents being paid for it.

This demand has increased within the past two years to such an extent, that in spite of rapid installation of driers in all directions, the demand is still in advance of the supply. At this writing the driers are working twenty to twenty-four hours daily, with many orders ahead for their product.

Not only is the food value enhanced by the elimination of moisture, but the saving of freight on this water, sometimes ten to fifteen per cent, is very considerable. Meal from this corn does not require the usual drying after it leaves the rolls.

It is therefore evident that instead of depreciating the value, as your correspondent suggests, the drying of grain adds to its value, a fact now generally recognized.

As to the germinating of grain after the drying process, we have no conclusive information. The Department of Agriculture has purchased and installed a small drier and is at work on this problem, and we may expect something definite very soon.

The official in charge of this investiga-

tion made a trial at the Santa Fe Elevator, Chicago (Richardson & Co.), last November, and states as follows, as the result of ten tests: "These results are of but little value because the corn was in very bad condition before it went into the driers, the average germination being only 19.25 per cent before drying, as compared with 20 per cent after drying."

It will be seen that these tests are on damaged corn in which the vitality of the grain was seriously weakened, yet the drying process not only did not further injure it, but the tests show an actual improvement.

The drier in this case was of a type which dries at a mild temperature, with a very large volume of air.

The report further reads:

"The second lot of samples were taken at the elevator of Worts & Emmick, Toledo, Ohio. These results (6 tests) show a deterioration in vitality, from 81.2 per cent before drying, to 64.2 per cent after drying."

Here we have the effect of a high temperature with a small volume of air; this being another type of drier.

There are driers, and driers, and the difference in driers is as great as the variations in results. The fact that high temperature and small air supply injures the grain must not be understood as an indication that kiln drying, per se, is injurious.

If grain is properly dried, it is benefited; if not, it is damaged; and buyers of kiln-dried grain must discriminate in buying such grain, and choose that which is properly processed.

Pick up any farm paper in seed time and read the seedsmen's ads of "FIRE DRIED SEED CORN."

Would this be advertised if the germinating qualities were injured? Would kiln-dried corn command the premiums it brings and be in demand beyond the capacity of the driers, if kiln drying properly done injured the grain? I think not. Respectfully yours, Geo. H. Hess, Jr., Chicago.

DATES OF GRAIN DEALERS NATIONAL AND HAY CONVENTIONS TOO CLOSE.

Grain Dealers Journal: I do not see any comments in the Journal regarding the change of date of the holding of the next annual meeting of the Grain Dealers Association to June instead of October as originally decided on; but I will only speak for myself which is to the effect that I consider this change most unwise. My principal reason for objecting to the date is that it comes the week following the annual convention of the National Hay Assn., which is to be held in St. Louis June 14th, 15th and 16th.

A great many dealers throughout the country are members of both the hay and grain assns. and it is most unfortunate that officers of the two assns. should not have agreed to hold their annual conventions at more widely different times of the year. I understand it seems to have been the desire of the majority of the Chicago members of the Grain Assn. to have this meeting in June and in making this change they seem to have overlooked entirely the interest of the eastern members as well as the average country member.

My firm is a member of both associations and equally interested in both, consequently I feel that the Grain Assn. has made the mistake of its life. Not that it will hurt the Hay Assn. in the least, for

the time and place of their meeting coming as it does during the World's Fair will make it a very attractive trip and we anticipate a very large attendance, but it is a mistake to expect us eastern people or the average country dealer say throughout Ohio and Indiana to take another week and run way up north to Milwaukee to attend the Grain meeting and am very much afraid that not many will be so inclined.

To make the Grain Dealers National Assn. a success in my mind more attention and more consideration should be paid to members living outside Chicago. If the members of that city want to run that Association and run it to suit themselves I fear for its future.

I do not know how western members feel on this subject and would be glad to see an expression from them. In writing as I have I feel it meets the feelings of a very large majority of the eastern members at least.—Yours truly, E. L. Rogers, Philadelphia, Pa.

Plan of 30,000 Bu. Transfer Elevator.

The Patton-Hartfield Co., of Memphis, Tenn., believing that Memphis offered a good opportunity for the operation of a transfer, cleaning and sacking elevator, planned the erection of the 30,000-bu. house, shown in the engravings herewith, to be operated in connection with their large warehouse on the Illinois Central railroad.

The building is 36x36 ft. on the ground and 91 ft. high. It contains 11 cribbed bins with hoppers bottoms, having a capacity of 30,000 bus. The building rests upon a concrete foundation.

One stand of elevators is provided with 16x7 and the other with 11x6 cups. Both discharge into the 2,200-bu. hopper of the 100,000-pound scale in the middle of the cupola, having a type registering beam. The grain from the

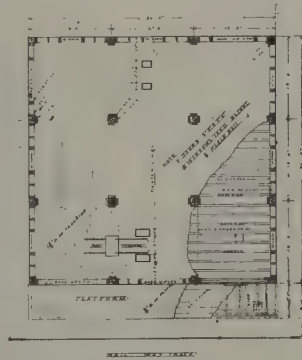
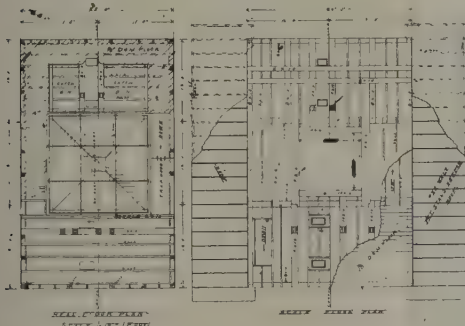
scale is distributed thru an 18-in. telescoping spout into bins, or thru loading spout into car.

For the rapid handling of cars on track the plant is equipped with wire rope car puller and a power grain shovel. The receiving sink floor and the foundations as well as the basement floor are of cement concrete.

The working floor is 10 ft. to ceiling, and contains a No. 7 clipper, No. 7 separator, and a 9x30 double roll mill. The cupola contains 2 small bins of 800 and 1,000 bus. capacity.

Power is supplied by a 50-h. p. electric 3-phase induction motor. The elevator heads are driven direct by manila ropes, and the main drive to cupola is also by rope.

In the engravings herewith are reproduced plans of the longitudinal and cross sections, head floor, scale floor and work floor. The house was designed by Henderson & Friedline.



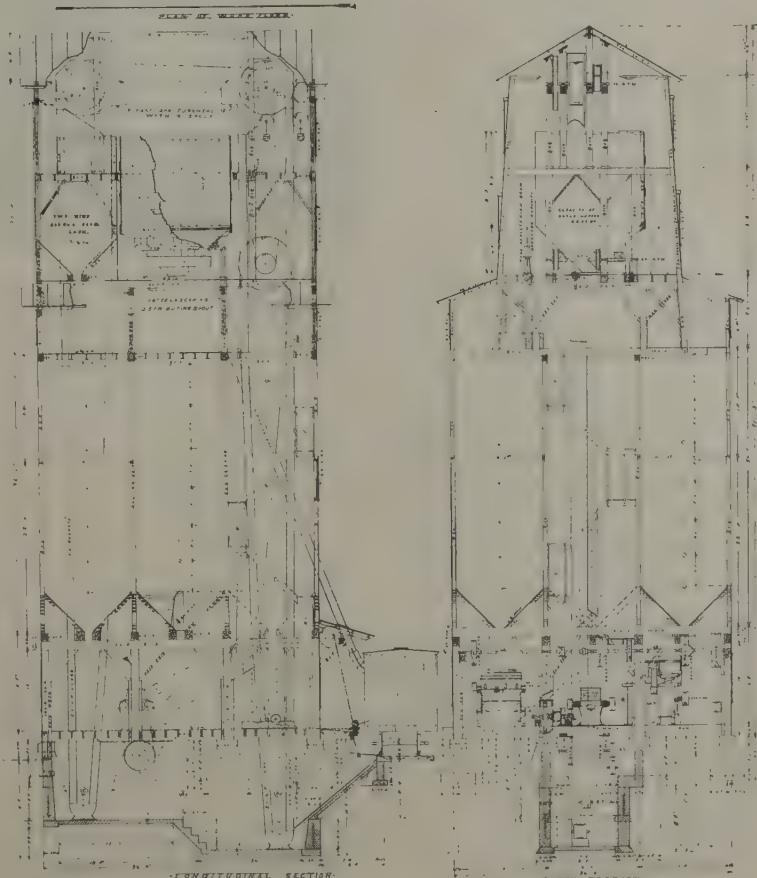
The trade press is an educator and a leader in every progressive movement for the trade's betterment, has been a positive force; it has battered down the old walls of prejudice and selfishness that made every dealer jealous of his brother; it has broadened the vision, opening up a world of thought; it has made for better business methods, for purer products, for honest merchandising and for legitimate recompense for toil and labor and capital expended and invested; it has made possible organized effort, welding together each link in the chain of fraternity.—New England Grocer.

All plungers do not trade in millions. Some overtrade when they take 5,000-bu. lots.—C. A. King & Co.

A large mill at Superior, Wis., is being equipped to grind macaroni wheat. More excitement in the milling trade of the Northwest.

"Advices received at this office and from personal observation bear out the statement that fully 30% of the corn raised in the counties east of the Blue river and north of the Kansas river will not grade better than No. 4 on account of not maturing properly. In some sections there is a great deal of unmerchantable corn that grain merchants are refusing to purchase at any price; believing that if put into cribs it will heat and be an entire loss. There is no doubt but what the movement of corn will be a great disappointment to the entire trade as there is a disposition on the part of the growers to hold until next summer.—E. J. Smiley, Topeka, Kan.

A Central Illinois dealer writes to Fyfe, Manson & Co., "We started in to shell our crib corn. Looking at it from the outside the corn appeared to be excellent. When the shelling began it at first turned out fine, but as the center of the cribs was reached it became very bad. We instructed our men to pick the corn, but it became so much worse, more than half damp, rotten and moldy, we concluded it was impossible and useless to pick it, and we are now selling it out as it is. We are disappointed in the keeping qualities of the corn and want no more crib corn. Other dealers at LeRoy, Ill., where we are shelling, have had the same experience.



Meeting of Grain Dealers Union

The meeting of the Grain Dealers Union of S-W. Io. & N-W. Mo. at Mexico, Mo., was called to order by Pres. D. Hunter in the Montezuma Club Rooms at 2:20 o'clock Mar. 29. The Pres. introduced the mayor, E. E. Jones, who welcomed the dealers to Mexico.

In the absence of Mr. Whitmore, Mr. W. B. Harrison briefly responded to the Mayor's welcome.

Pres. Hunter: The good attendance here today assures us that the dealers of the state are becoming interested. You should not await your competitors joining, join and then go after your competitors. Get them in. The benefits of organization are so great you can not afford to deny them to your business.

L. Cortelyou of Muscotah, Kan., read the following paper on Weights in the Country and at the Terminal Market:

Weights in the Country and at Terminal Markets.

The subject of weights of grain is a very interesting one, from the standpoint of both the country dealer and the receiver. The first and most important work of our grain dealers' associations was the correction of weighing methods at terminal markets. This was the very first work of our Kansas Association. In a few months after our organization, we took up this important question and organized what we called the Check-weight Bureau. This was organized to fill an important demand from our members to account for excessive shortages in shipments. At that time shortages were so common an occurrence that 20 or 25 bushels shortage per car was not considered excessive and no complaint made. Only the larger shortages were complained of and the system of weighing at that time was so grossly and criminally careless that every one who became familiar with the methods was astonished at the irregularities; not that all the elevators were guilty, but some were.

This Bureau was maintained some three years, and until its efficiency was so well proven that the Kansas City Board of Trade relieved us of the necessity of maintaining it longer by organizing their own check weight system. This system carried on in Kansas City by its Board of Trade has fully demonstrated its usefulness, and all that can be said of it can also be justly said of the system in Chicago, and will also, I am sure, be as true of the same system as it is now being adopted in St. Louis, Memphis and other terminal markets, thanks to the Advisory Committee of the National Association. There is no doubt that in the near future every terminal market will be brought to recognize the advantages of the check weight system carried on by honest, capable and efficient men.

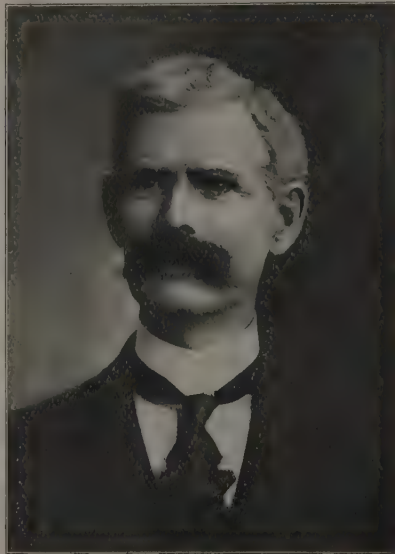
The true and sensible way of weighing grain at terminals is to have weighers who are not interested either in giving short or excessive weights, whose terms of office depend entirely on administrative ability. This is the end sought for by all in the establishment of the check-weight bureaus.

The principle of this check weight system carried on by men whose positions depend on efficient, disinterested service, is sound, and this service can never be approached in efficiency by any State weighing force appointed by political influence. Will the time ever come when the shipper will not be compelled to pay twice for weighing his grain?

It is worthy to note the great improvement in facilities for correct weighing in terminal markets since this weight question has been agitated. Terminal elevators show as much improvement in facilities for weighing as in construction. Hopper scales of larger capacity are used, and registering beams make mistakes almost impossible. Thus we realize that the development of this check weight system, the reforms worked out thereby, have brought the weighing of grain at terminal markets very near perfection. I wish we could hasten the day when every market, everywhere in the United States,

would adopt and perfect some system of check weighing, so that everywhere shippers would have the same absolute confidence in weights as they now have in Chicago and Kansas City. Confidence is so strongly established in the correctness of weights in these markets that a shipper who has a shortage now is more than ever apt to believe the error his own.

I must confess that while the terminal markets have made great advances in methods and facilities for weighing, the country dealer has not kept pace with these improvements. The country dealer, in too many cases, depends on the same methods and facilities for weighing his grain as were in use ten to twenty years ago. The ordinary platform scales are too often only a short one, weighing the wagon alone, giving the driver a chance, by the use of his brake and team, to manipulate the weights somewhat to his advantage. The longer scales, weighing team and wagon, are too often out of level on account of poor foundations and rotting timbers. These as often weigh against as in favor of the country dealer. Many a country dealer's reputation for



President D. Hunter.

correct weights has suffered from these causes, when his intentions were absolutely honest. I know a country elevator whose stock book showed at the end of a year a shortage of 2,800 bushels, just because the weights of the wagon scales were too heavy, caused by rotting timbers.

I advise country dealers to do as I have done. The inside beams of my wagon scales are now made of steel and only the floor is of wood. I only wish I could get the outside frame of steel also. Anything you do to lessen the risk of having your platform scales get out of order is money well expended and means dollars in your pocket and laurels to your reputation.

I have advocated in our Kansas Grain Dealers' Association that the dealers either through their association or by the dealers on each line of railroad clubbing together arrange for a competent scale expert to visit each country dealer at least once a year, and, better, twice a year, to inspect his scales. If this were done the country dealer would be in a position to prove his weights correct and might thus furnish evidence of, and collect for, shortages he might otherwise fail to do. I would be glad to have this question further agitated and acted upon. We owe it to ourselves to be able to prove our weights to be right as well as that supreme satisfaction it is to every one to be able to say, "My weights are right and I can guarantee them."

Every country elevator ought also to be equipped with a first-class hopper scales

of as large capacity as possible. The smaller your scales the more drafts to the car load, which multiplies the chance of mistakes. These hopper scales ought to be set upon foundations independent from the bins, so as to prevent liability of being thrown out of level by settling of elevator when loaded. All precautions and safeguards for correct weighing are just as proper and essential to the country dealer as to the terminal elevator, and the shipper who has no facilities in his elevator by which he can positively prove the actual weight of every car of grain he ships, is never in a position to ask justice, either from the railroads or from the receivers of his grain. Nor is this shipper in the country in a position to take advantage of the sale of his grain on his own certified weights. My elevator is equipped with a good hopper scales and I have sold hundreds of cars of grain on my certified weights and never had a complaint of shortage.

What is known as a clean bill of lading for grain, the railroad actually receiving for and agreeing to deliver the full amount of grain put into a car, has been agitated in times past at different grain dealers' meetings, but to conservative shippers has not seemed as yet to be practicable and has been absolutely refused by the railroads. If every country elevator was equipped with good hopper scales, kept in perfect order, there would be justice in the shippers' demand for a clean bill of lading. If the box cars furnished by the railroads were in the condition they ought to be, and the facilities for weighing at point of origin perfect, it certainly would work no injustice or hardship to the railroad company to demand that they deliver as many pounds of grain as they receive.

If the facilities of the country dealer were perfect and his honesty unquestioned, and the same were true at the terminal elevator, then the only chance for shortage in shipments would be due to the poor equipment furnished or accidents in transit, for both of which the railroad carrier should in justice be held responsible.

M. McFarlin: I wud be pleased to hear Mr. Clark's reasons for favoring a clean bill of lading.

After these were given Mr. McFarlin admitted the justice and fairness of a clean bill of lading. I doubt its practicability. It wud necessitate the establishment of railroad scales at initial and destination points and result in shipments by everybody.

A. E. Schuyler, Chicago: You can not ship grain without a shrinkage. There is a natural shrinkage you can not prevent. If the grain heats in transit the shortage will be from 300 to 1000 lbs. I have known a car of oats to shrink 3000 lbs. by reason of its heating.

G. A. Stibbens: You can get a clean bill of lading for everything but grain and the grain shipper is justly entitled to it, but he will never get it until he demands it.

F. W. Dunlap of O'Fallon, Mo., who was on the program for a talk on Organization, made an address which brot down the house. In part he said:

If any of you expect me to point out the royal road to success in the grain business you will be disappointed. In organization, in union there is strength, a strength which is necessary in these days of close competition, when we find selfishness trampling down the weakest.

Organization is the order of the day. We have organization of the bootblacks and of nations, and we hope the day is not far distant when differences will be settled at the Hague instead of on the battle field.

Great hindrances to organization are to be found in the number and the character of the units to be organized. In the coal interests we have few units and a high grade of intelligence, hence success of a high grade is readily attained. It is up to the grain dealers to get together. To my mind we have begun to organize at the top, where we shud have begun at the bottom. We shud or-

ganize the counties. Get all the dealers of each county together and you soon establish a confidence that can not be undermined by the "liars" and "horse-thieves." When we have the counties working in harmony, let them send a delegate from each county to the district gathering and let it send delegates to a state organization. Youall, now youall is a compact, expressive word and when we get to making dictionaries we shall have that in the book. (Laughter.) Youall, who have come from beyond the borders to SHOW US the benefits of organization shud just stay with us a while this summer and we will show you the greatest show on earth.

J. W. Hill: I don't agree with Mr. Dunlap in that only one delegate from each local shud attend the general gatherings. Let them all come. Get them all out. Have them meet one another.

Mr. Epperson of the Elevator Exchange asked for and was given time to address the meeting on a plan of individual underwriting eltr. risks.

Geo. Beyer read the following paper on Some of the Obstacles a Secy. has to Contend with:

Prof. F. B. Mumford of Columbia Experiment Station told of Corn Breeding. We have by degrees attained a remarkable development in the breeding of animals, but until recently have made little careful effort to improve corn. Corn may be improved in quality and quantity. The work is of equal importance to the producer and the dealer. We have found that two ears grown on the same ground but having different characteristics produced yields of wide variation. In one case of careful selection the yield was increased from 80 to 160 bus. per acre. The most remarkable achievements in corn breeding have been in the quality. We find great difference in the qualities. The starch factories want corn having a high per cent of starch and a low per cent of protein and germ. Corn of greater value for feeding in the middle west contains less starch and more protein and we have found it possible to improve the feeding value of corn by careful breeding.

[The Professor exhibited a number of charts showing the construction of a kernel of corn, and the typical characteristics of corn rich in desirable ingredients.]

A large germ is favorable to the grower because of its greater vitality. It will grow more rapidly and vigorously. It is the grower's business to select a corn which will insure a large yield. The space between the kernels on the ear shud be filled in. If it is not, the per cent of kernel to cob will be small. Usually on a small cob, you will find long kernels packed solidly.

Any man may improve the starch content or the feeding value of corn by careful physical examination of the seed. The Illinois Experiment Station found that by careful breeding it could increase the protein in a ton of corn from 140 to 280 lbs. The cash value of this improvement for feeding is estimated at \$7.20. It would produce that much more beef.

Geo. A. Wells: For several years past the Io. Grn. Dirs. Assn. has been working very close to the Agronomy Dept. of the Agricultural College. Prof. Holden has found a great variation in the vitality of kernels on opposite sides of an ear. Recently Prof. Holden went into Illinois to select corn for distribution among Iowa farmers for the purpose of providing better seed corn. We now have a list of 1,000 farmers who will aid in the work. Iowa devotes about 9,000,000

acres to corn. If the yield is increased 5 bus. per acre as Prof. Holden deems possible our farmers will have 45,000,000 bus. more to sell.

J. H. Wooldridge read a paper on the Evils of the Sack Business from which we take the following:

The Evils of Sack Usage.

The purpose of this paper is not to discuss in detail the many evils by which we are attended, but it is to take up a feature that is rapidly becoming of great concern. It may not agitate the minds of some in my presence, but to a great many the mention of the sack condition brings nothing but the thought of worry, of financial loss, of severed friendships.

There was a time when the grain bag filled a very important and useful sphere. In the days when railroads were few, and when to our great West an acreage of from 12 to 20 acres was considered all that could be properly cared for; when growers carted for 50 miles their hard-saved grain, it was expedient and highly proper that a grain bag should be used. Then, too, there was a large business done

by boating, and our inland streams were a great factor in furthering and increasing the interchange of grain commodities. No better means for transport was at that day to be obtained, and no better method for insuring convenient transit was available. The grain bag was then a necessity, and is yet largely used in our river traffic. Having been then so closely connected with the very beginning of our grain life, is it surprising that we should encounter great difficulty in working a separation now? How little we dreamed in that early day what chains we were forging for the future, how inconceivable then the immensity to which sack interchange has now grown!

In the days before the Argentine unfolded its golden treasures, gilding the broad Atlantic from Rosario to Liverpool, the custom of letting out sacks (I say letting out, for renting sacks is a misnomer), was not a feature of such high importance as at present. At that time grain rarely failed to sell at a point sufficiently high to make trading with the farmer a pleasure rather than the contrary; allowed a marginal difference of such an amount as to discount all sack loss and damage, after deducting a fair and reasonable commission. When the difference between bid

The Evils of Sack Usage.



When my subject was first assigned me, there was a strong appeal from within, to garb myself in the trailing shreds of last year's sack-leavings, so earnestly did I desire to impress upon your minds the se-

riousness of my cause, so indelibly did I wish to stamp upon you the result of years of custom.—J. H. Wooldridge, in Evils of Sack Usage, at Mexico meeting.

and sale breaks on no less a consideration than 5c, as it did not so many years ago, then and not until then can one say that sacks are anything but a constant drain on one's resources.

Take a tangible instance: Supposing I purchase 20,000 bags. At the prevailing high prices for cotton, this represents an outlay of \$3,600. At the end of the first season of usage I find a shortage of 800 to 1,000 sacks, with an additional number of damaged sacks approaching 2,000. The second season ends with a net loss of 1,000 sacks and 4,000 damaged. The third season finds an additional loss of 1,000 sacks and 8,000 damaged. At the end of the fourth season, therefore, I have 16,000 damaged sacks remaining from my original stock of 20,000. Possibly I can realize 5c per sack from this remnant, leaving me a balance after five years' usage, say, to be extremely liberal, of \$1,000. And last, but not least, there is a very important item which, I fear, some of you have not taken into account, and that is the interest on \$3,600 for 5 years.

Now, gentlemen, I inquire, where can you find in this marfurious custom one schtilla of economy; in what other business do you meet so blood-sucking a parasite? You have squandered, in 5 years, \$3,600, as dearly earned as by any laborer I can recall. This sum would be amply sufficient to provide you and your family with an entire year's vacation throughout Continental Europe. You would call yourself extravagant indeed to contemplate such a trip, but then, I have not misrepresented facts to you.

The mill in my town has on hand a supply of sacks so large in number as to make one shudder, and shudder rightly. They may be likened unto a huge snow-drift on the mountain crest, which, in the warm season, sends out its trickling streams in all directions—streams which, too often, like the mountain rill, return no more, but alas, go on forever. The miller states that it is necessary for him to purchase 3,000 new bags each year to keep intact his ever-diminishing stock of 80,000. This, you see, represents a basis of 10 per cent reduction, while my estimate was based on 5 per cent. The absurdity of sack letting is no more apparent than in this.

Now, gentlemen, I believe you, who have had practical experience in handling sacks, will agree with me when I say that sack-renting is a misnomer, and sack-lending represents the true status. Doubtless all of you, and assuredly some of you, have, at one time or another, formed community agreements setting forth certain rates of rental, and have posted them in your offices. You have used strenuous efforts to fulfill the obligation, and probably you have been successful for a period. But has it not proved to be a fact that in the vast majority of cases, your efforts have met with only temporary success?

Renting sacks is not of such a deplorable nature if viewed from a theoretical standpoint, whence nothing but the ideal is illumined, but the speculative tendency of the trade, and the consequent uncertainty thereto, coupled with the insane desire of shippers in general to handle a vast amount of grain, almost regardless of the outcome, produce an unhealthy situation, whose realities relegate theory to the rear, and make the Missouri grain trade, when rightly viewed, a constantly-changing panorama—a game whose hazards, ever new, admits no such handicap as the grain bag.

New competitors enter the field as the old are forced out, and at once you are confronted with fresh-formed difficulties. In many cases it is the farmer, who, having profited by his farm labors, has accumulated a fair competence. Led on by that great philanthropic spirit aroused by the alleged down-trodden state of his erstwhile companions, he assumes a high plane of liberality that is ruinous to himself and his competitors, spurning all the while any suggestion leading to closer relationship with fellow-shippers, any agreement that might be of benefit to all, until at last, and too late, he withdraws, condemning the very practices that were once his guiding star, and practices rightly condemned, for he has lost home, happiness, prestige, and when all is gone he is scoffed at by the very constituency whose interest he at one time so loudly proclaimed. He is regarded as a force in the world, a man of little sense and less business, a parasite for the years to come. When you see the realities of the situation, when it is plainly apparent that your ship is heavily laden with barnacles, and you have a long voyage confronting you, is it not your duty, and would it not be the plan of the great American business man, to fight and fight desperately against impediments so vital and so destructive?

How many of you in this audience can say that you have collected a sack-rental successfully and uninterruptedly for a series of years? Granted that you may have at intermittent seasons been able to show some return from this account, did you ever render an accounting of such receipts for an extended period? I dare say, if you have, the resultant total has been woefully disappointing.

Each of you, in your community, doubtless has men who annually grow crops that would be considered fairly large in this state. We will take the man whose yearly out-turn approaches 4,000 bus. He has been your constant customer for several years, and because of his yield you are disposed to favor him. I would like to ask how many of you have charged him sack-rent? How many of you will deny that if you did charge him he would at once sever his relations with you, and finally seek someone who, on the surface, might be, but in reality would not, be taxing him? How many of you know, when you are the ones who cater to his trade, that you are playing for patronage that is dearly bought and must show the consequences in time? He uses 2,000 of your high-priced bags. He, being privileged, grows haughty and resents any reference to the length of time he may keep them. For farm work, bad roads, rainy weather, market price, or what not, he delays the delivery of the grain and sacks. He perhaps has 100 left unfilled. What does he do with them, return them at once, as he should? No. He threshes his oats and distributes them to the town stores and neighbors, and in time brings in 80 or 90 weather-beaten rags. Any suggestion as to rent or damage? No, not to him.

Take the man whose product totals, say, 500 to 800 bus. His call is for 50 to 100 sacks more than he in all probability will use. He delivers the grain in fairly good time, all things favorable, with the exception that a number are held back for "bread and seed." Can you name a rent for this? You can, yes, but you will not get the chance to do so the next year.

Then, gentlemen, comes the crop shortage, and after your sacks are out, as happened in the drouth year of 1901, curtailing the corn crop, they are returned empty, to lie dormant and a prey for the rat and mice pest for a twelvemonth. The mills gobble up the little remaining wheat and you are obliged to pay as high price as any of your competitors or else expect no sack rent. The results are disastrous, and the end becomes plainly evident.

It is said that we must have a grain bag, that our climate is so changeable and of such a moist character at times that our wheat grain would be spoiled otherwise. We are ardently referred to Kansas and Oklahoma, where altitudes are high and winds with wonderful drying qualities favor conditions, where wheat of the hard variety and of a sturdier nature is grown, and are told that the sack is not needed there because of these peculiarities. But whether needed or not, is there one in this audience who believes that the non-use of the grain bag in these states can be attributed to this? Would it be rather believe that the building of elevators from the beginning instead of warehouses, the rapid settlement of those states, with the attendant uncertainty of friendship, the very large acreage devoted to wheat raising, and the saving of labor, to have been more potent influences? And is not the very maintenance of the present custom there, in a territory of modern equipments, a telling argument in favor of their methods?

If we grant for a moment that it were better to use the sack in these parts, pray tell me what possible justice can there be in expecting the grain shipper to furnish it? Does not the farmer deliver every other product by his own furnished means? Why not wheat? Gentlemen, it can be attributed simply and solely to custom, and had its origin at a time when conditions were vastly different from the present. Why not, then, demand a readjustment? Throw off the shackles and put the burden, if one we must have, where it rightly belongs.

Several remedies have been suggested, and one that has been attempted in a few localities, with some success, is the sack-house, where, as you doubtless understand, the dealers have thrown their total sack holdings together and placed them in the hands of an uninterested party, who offers them to the farmer for rent, beginning from the date of issuance. He has absolute control of the situation, and from his dictate there is no appeal. No mitigating influences enter in, and the shipper has no inducements. Eventually the farmer finds a method of delivering his grain, either

by purchasing a few sacks himself and building a granary, or hauling in the open wagon box.

It has been suggested that a shipper desiring to rid himself of the sack evil, had better give outright to his customers, a pro rata share, to be determined by the size of the yield they have been in the habit of selling him. And while he may not be able to supply them in full, he has commanded their trade almost in full, and I dare say, it would not take a longer period than two years to demonstrate the wisdom of his action.

Of all the remedies, none savors so strongly of the right and proper principle as that which banishes the sack entirely. And that, gentlemen, is now placed before your solemn consideration. It lies within your power. Change your warehouses into elevators, or build new elevators. Build dumps and show the farmer how much unnecessary work and delay he undergoes with sacks. Demonstrate to him the independence that belongs to him in selling his grain when not bound to follow sack obligations. YOU must take the step; HE will never do it. Just so long as the sack reigns as an important factor in the Missouri grain trade, I predict an equal delay before your success is attained.

G. L. Graham: I believe Missouri dealers would promote their mutual interests by discontinuing lending bags and establish a sack house.

Geo. A. Stibbens: At this time a year ago 18 St. Louis firms were sending out bags to be loaned to farmers. They shud be induced to stop it. Your business shud be relieved of this burden.

L. F. Cobb: If competitors wud cum together and agree to stop lending, the farmers wud be compelled to market their grain in their own bags or their wagons. The whole trouble reminds me very much of the farmer whose load of pumpkins rolled down hill. I wud curse the trouble, if I cud do it justice.

M. F. Dunlap: This trouble can only be regulated thru county organizations. The conditions are different in each county. In our county we keep track of the sacks and collect rental as best we can. We can not settle this trouble here if we talk all summer.

Erich Picker read the following paper on Commission Merchants and Their Customers:

Commission Merchants and their Customers.

When I accepted the invitation to say something about commission merchants and their customers, I had no idea that there was so much to be said, and finding that it will take more time than is allotted to this subject, I will mention only a few of the most important things.

There are various kinds of commission merchant; the first is the real commission merchant whose business is receiving and selling consigned goods exclusively.

The second is the commission merchant that does both commission business and track buying.

The third is the one who does a commission business and also an option business.

The first of these is the real commission merchant; he receives goods sent him on consignment, on which he pays reasonable drafts, makes the best sales possible, sees to it that goods are sold to parties that will give correct weights, and takes as good care of the goods as though they were his own. When he has the weights he makes account sales to the shipper and encloses him a check for any balance that may be coming to him. This kind of commission merchant will have to do his best on all consignment so that he will get more shipments, as that is where his bread and butter is. He will keep the customer posted on the market, and will quote the market as it is, and can only make predictions as to what it may be.

These predictions do not always come true, for if they did it would be unnecessary for him to be a commission merchant; he had better speculate in futures, as he could make more money that way; therefore I would advise that you do not believe everything as to future prices that they will tell you. The real commission

merchant makes no track bids and buys nothing in the country; therefore you need have no fears of the goods you consign to him coming in competition with his purchases, which they must do where he does both commission business and track buying.

The second kind is the commission merchant that tries to do a commission business, buys in the country and makes track bids. This kind will of course have your goods and his goods on hand at the same time, and as self-preservation is one of the first laws of nature, it is only natural that he will take care of his purchases first, if there is a chance to sell only a part of what he has on hand; this is but natural and cannot be otherwise, no matter how much they may try to protect your interests.

The third kind is the one that does a commission business in the way of consignments and also does an option business. This kind is always visionary, as his greatest interests are in the option business, he of course watches that closely. His circulars always read knowingly as to the prospects of the market for higher or lower prices. Of course he knows nothing about what the market will be, for if he did he could get rich without customers and save all the trouble of writing fluent circular letters.

Now, as I have given you an idea as to the various kinds of commission merchants, I will leave it to you to judge as to which one is the best for you to consign your goods to.

I shall now say something about the shippers. There are different kinds of them as well as there are different kinds of commission merchants. One kind is the man who is legitimately engaged in the grain business, who has an elevator, a warehouse or other permanent places to do business, who is there to make a living and a little money besides. This man understands his business. He will buy his goods with a fair margin, will consign his goods or sell them, as the case might be, make a slight draft on them leaving a reasonable margin, will tell his commission merchant exactly what is in the car, also the quality of the goods. If the goods are poor he will know it and will not expect top prices for it, and will not do as some do who do not understand their business—ship poor goods and expect high prices, and if they do not get them, then cuss the commission merchant. This class of customers are the desirable kind, the kind that means to do right and know their business.

We have another kind that sells everything at home, except when the market gets weak and their bids are poor; then they get scared and consign to a commission merchant and when they do not get as good prices as they have been getting when the market was high, they will become dissatisfied with the commission merchant and think he did not do his duty.

When they consign they think by writing the commission merchant a letter telling him how much the goods cost that he will strain a point to get them out, in which the commission merchant usually fails, as he cannot do impossibilities, but can only get what the market is. If this party had consigned all his goods, especially when the market was good, his net results might have been better. This class of customers are hard ones for the commission merchant to please.

Then again there are some shippers who are distrustful of everybody. They will make consignments and draw excessive drafts, and when the commission merchant pays them he has a hard time to get the money back, because he will not ship grain to that commission merchant, but will try another in the same way and continue until he is found out, when he will have to quit business. We all have dealings with this kind and are sorry for it. If we had the proper associations we would be protected from this kind, which not only are a detriment to the commission merchant, but to the honest shipper as well.

The great trouble between the commission merchant and his customers is that they do not get well enough acquainted, and for that reason I am a believer in the Grain Dealers' Associations that meet often, at which both the shipper and receiver meet and talk matters over. In that way they get personally acquainted and have more confidence in one another than could be gained by all the letter writing that they can do, and I hope that these meetings will continue and come frequently so that we may get better acquainted with one another.

Our firm have been members of the

Southwestern Iowa Association since it was started, and know of a great deal of good that it has done, not alone for the shipper, but also for the commission merchant. By properly working together we can accomplish much good both by doing away with irresponsible shippers and poor commission merchants.

There are a few things shippers should do that they often neglect: one is, always give correct weights of your shipments, tell your commission merchant just what the car contains, as very often we can sell a carload of grain or hay at shipper's weight, if we know that we can get a sworn certificate when we ask for it, especially at this time when it is hard to get cars and hard to have switching done. Very often a buyer will gladly take it at shipper's weight if we could give it to him. Always tell your commission merchant what is in the car, whether it is good or bad, it makes no difference as your commission merchant will take care that you get all it is worth if he knows how to talk about it. We had a case not long ago where the shipper advised of the shipment of a carload of hay and wrote us that it contained 22,000 lbs. We sold it at his weights. When we wrote him for a certificate of weight he sent one for 2,000 lbs. more. We had a hard time to make the party we sold it to believe it, as he had already billed the car out at the original weight; this is just as bad as over-billing.

Make reasonable drafts on shipments and advise of the contents of cars so that the commission merchant may have no hesitancy about paying drafts, as he often does when he gets a bill of lading with a draft attached and no advice of the shipment, especially when it comes from a party from whom he has never had business before. When such a draft comes in, especially if it looks high, the commission merchant will always hesitate and if the doubt is great he will let the draft go back protested, which of course makes the shipper mad and all because he did not advise in regard to the shipment.

Unless you have confidence in the commission merchant you are shipping to, I would advise that you do not ship to him, but pick out another one whom you can trust, as there are plenty of good ones that are glad to do business. Join the Grain Dealers' Association and confine your business to members of that association.

Geo. A. Wells read the following paper on Why Grn. Dirs. Should Organize:

Why Grain Dealers Should Organize.

Organization is a product of evolution in both commerce and in society. In the early ages the individual arose to lofty heights above the average of his fellowmen and by conquest and brute force became ruler and dictator.

Civilization and education have changed that condition in human life and the average of intelligence and ability has been elevated so that today there is more equality among men and the spirit of fierce conquest is giving way to the consideration of moral rights and moral responsibilities. No business man of character and integrity can today consistently continue to ignore a moral responsibility without antagonizing organized public sentiment.

One of the first principles of organization is government, and being composed of numerous individuals having different views, the natural result is, if properly conducted by efficient officers, "A law unto itself," upholding principles of equity and justice.

Commercial corporations are developing into organizations of vast magnitude, so large that the management consists of an organization and the individual is scarcely in evidence at all. These large commercial organizations are necessary to successfully compete in the world's commerce and, although the business is conducted for profit and for selfish interests, there is unquestionably an economy in large volumes that results in increased commerce and prosperity.

There are all kinds of organizations in business and society for mutual protection, benefit, etc., whose functions do not directly have to do with profits or revenues. Associations of the different commercial interests are in all stages of development, and no doubt some of these organizations are prompted by the hope of relief from the intense and ruinous competition in business of recent years.

It has been said that in past years the average financial life of a grain dealer was about two years, and it is easy to

comprehend that he would be looking for some means whereby he could be assured better financial success.

Grain dealers' associations as originally organized naturally attempted to arbitrarily control prices, and that was about all they did attempt to do; but as the associations have gained experience they find a broad field of work that results indirectly in maintaining legitimate margins of profit besides securing other benefits.

As already suggested, good government and the establishment of moral rights should be the first principles in the organization of a grain dealers' association, and it is only by organization that the highest ends along these lines may be obtained.

The precedents established by arbitration and the trade rules adopted from time to time by the association form an influence that is beneficial to every grain dealer, whether he be a member or not, because trade customs are positively influenced by the arbitration decisions and the trade rules of the Grain Dealers National and affiliated associations, and in connection with these also naturally follows the exposing of bad methods and abuses in the trade.

The social feature of a grain dealers association is important and beneficial, and the local meetings, if properly conducted, should be sufficient to result in harmonious conditions that will allow the maintenance of reasonable and legitimate margins of profit.

Grain dealers doing business within a few miles of each other, without being acquainted, and subject to misrepresentation by farmers as to prices paid, invariably allow themselves to be so influenced as to sacrifice the margins that they are justly entitled to.

To extend a healthy acquaintance among the dealers will establish more or less confidence, and if the members will be square with each other the result will be advantageous. It should be the duty of each member to cultivate the acquaintance and confidence of his competitors.

The law does not contemplate ruinous competition and an association should exercise every possible influence to harmonize any existing personal enmities that may result in such ruinous competition.

My experience in association work of the past four years shows very plainly that under proper influences the dealers become more inclined to recognize each others' rights and conduct their individual business with the policy that may be most favorable for all concerned.

Grain dealers' associations should educate their members to take a broad view and look at questions of difference from all sides justly. To exercise influence is one of the important functions of a grain dealers' association and requires a judicious exercise of concerted action.

The grain trade is more or less interested in matters of legislation, both state and national, in public policy, in transportation, in terminal matters and in trade abuses, all of which may be influenced to a greater or less extent by concerted action.

The organization of Boards of Trade at terminal markets has been generally accomplished, but we find that Boards of Trade are generally organized from the standpoint of the terminal dealer, and that the rights of the country shipper are naturally not always vitally considered. Those organizations are generally disposed to adopt equitable and just measures to comply with the general demands of the country shippers, and you will readily perceive the advantage of organization in presenting any demands by the grain dealer to the Boards of Trade.

The country grain dealer should have a general understanding of conditions at each terminal market in which he is doing business, and the Advisory Committee of the Grain Dealers National Association, of which I am Chairman, are steadily at work investigating the different markets, our reports on Memphis and St. Louis having already been published and distributed through the Secretaries of the different State Associations, and it is the purpose of the Advisory Committee to use the prestige and influence of all affiliated State Associations to the end that bad methods may be improved and abuses corrected.

I have attempted briefly and in a broad sense to answer the question, "Why Grain Dealers Should Organize." I have very little regard for the grain dealer who can see no objects or benefits in a grain dealers' association except the idea that it should control competition and prices, and I do not believe in the idea of an ar-

bitrary control of prices because it is not legitimate and would not long be tolerated by the public.

I trust that I have shown that grain dealers should organize for the following reasons, to wit:

- (1) That organization constitutes the machinery of commercial and social existence of to-day.
- (2) That organization changes the chaos of individual efforts and faulty methods to a general economic system.
- (3) That the result of organization is a higher standard of individual moral integrity and responsibility.
- (4) That judiciously managed it equalizes competition and administers fair and uniform treatment to the public.

Wm. B. Harrison read the following paper on St. Louis Weights and Terminals:

St. Louis Weights and Terminals.

This is an eventful period of the American people. The world has its eyes and mind on the United States, and everything centering on St. Louis, hence I deem it one of the greatest of honors to be delegated by your Committee of Arrangements at the closing business hours of this convention to stand as a representative of St. Louis. The much-talked-of metropolis of the Mississippi Valley, St. Louis is not only being talked about in reference to her Great International Exposition, which bids fair in the excellence of the preparations to excel all other efforts in our own country as well as foreign, but she is talked about on account of her financial stability.

St. Louis is being talked about by the rapid strides that have been made in the past three years in her improved methods of weighing and handling grain in and out of St. Louis. I was identified with a St. Louis firm that handled the first car of bulk grain shipped to St. Louis in 1883 by a grain firm in St. Joe. The grain had to be sacked in the car and weighed by portable scales, as no bulk grain wagons were then in existence. The conditions to-day show very much improvement in the handling of grain, yet I do not regard the perfection attained equal to improved methods in other lines of merchandizing, and it is this condition that brings me before you to-day.

The St. Louis Merchants' Exchange is more than anxious to place the grain trade of St. Louis in just a little better position than any other market, and we, who are familiar with local conditions, are satisfied we now rank with the best. Since the setting aside of ten thousand dollars annually by the Merchants' Exchange to supply any deficiency that might occur beyond the actual revenue, the Weighing Bureau, who are active business men of the Exchange, hold from one to four meetings each month for conference over the conditions and to guard against irregularities or defective methods. In addition to having all wagon scales under our control and employing men well adapted by experience for this service and discharging all incompetent men, we further have private detectives with policemen's authority to see that all cars are properly cleaned, no grain wasted and car doors closed and locked at night. And while this service shows loss to the Department, it has proven a most satisfactory improvement. We have made quite a number of arrests and some imprisonments for stealing grain from cars, and while this system may be further improved, we are learning by experience.

The elevators and warehouses in St. Louis are all under one supervision except one private elevator. In East St. Louis we only supervise the private elevators, mills and warehouses. We do not have access to the three public elevators in East St. Louis, nor the Montgomery Elevator, by denying us this right under authority of the Illinois Railroad & Warehouse Commissioners. We hope to be able to show the Commissioners later that we could best serve them and the shippers to East St. Louis by our admittance to all public and private houses.

The time is now opportune, and every grain shipper should come to the help of the Weighing Bureau and instruct their commission merchant against selling their grain on weights beyond East St. Louis, possibly excepting Louisville business and export grain, as the service on this shipping does not allow elevation. But on all grain destined Southeast the elevation is $\frac{3}{4}$ c per 100 lbs. and $\frac{1}{2}$ c per 100 lbs. switch-

ing is absorbed in balance of the rate. Hence no advantage is gained in shipping grain to be weighed at destination, as it must be apparent to every shipper of grain that the only reason why the destination buyer is ready and anxious to pay a premium of $\frac{1}{2}$ to 1c per bushel on destination weights is simply to their own advantage, as they will pay on their own weights and weighed by their own hired help. The grain while in transit is subject to leakage and waste, and it is not unusual that the grain is delayed at connecting terminals at East St. Louis in being transferred to system cars. Further, it delays the commission man in making the prompt returns that would be made if the grain is sold on St. Louis weights and supervised by the Weighing Bureau of the Merchants' Exchange.

Our own experience is convincing that weighing of grain is subjected to many unreliable scales even in our own town, and we do not believe that smaller markets have the same facilities for guarding against unreliable scales. Only during the present month have we been able to condemn the scales of one of the largest manufacturing plants in St. Louis. The scale in question indicated uniform shortage of from four to six hundreds pounds per car, and after a most careful test the owner of the plant requested most thorough investigation, which proved to the maker of this pair of scales that the beam was defective. This has been corrected and is a great relief to the owner of the plant and to the seller of all grain destined to this consumer. Hence we again recommend to you shippers that you insist that all of your grain and hay shall be weighed under the supervision of the St. Louis Merchants' Exchange, as we have nine wagon scales under our supervision in St. Louis and two in East St. Louis, and all of these goods under the special watch of our secret police service.

Since the inauguration of this method our complaints are very small indeed on short weights, as these watchmen have special instructions to see that all cars are entirely emptied of their contents and guard against any wasting of grain in loading into wagons, and all teams are watched to the scales to be weighed. But the conditions do not always show a satisfactory outturn, and the fault is not with the terminal service. During 1903 our Weighing Department supervised 22,517 cars of grain. In this lot 2,739 cars were leaking at the grain door; 266 cars leaking at end window; 1,533 cars leaking at the boxes; 211 cars leaking over grain doors, and 2,450 cars without seals.

During January, 1904, out of 3,755 cars supervised at elevators, mills and yards, 407 had leaky doors; 20 over grain doors; 387 leaky boxes; 29 at windows, and 120 without seals.

During February, out of 2,860 cars supervised, 149 leaking at doors; 23 over grain doors; 119 leaky boxes; 29 leaky at windows; 316 only sealed on one door; 79 without seals, and 100 windows not sealed. This is indisputable evidence that proper precaution is not observed by shippers in fully equipping cars before starting the grain towards its journey's end. A timely suggestion right here is for the shipper to see that all cars are properly coopered before using for bulk grain. The commission men of St. Louis are anxious to receive your grain and hay shipments; they are the best men in St. Louis; they are anxious to make you the largest showing for your consignment and quick returns. But this cannot be done on outside weights, hence it is up to you to instruct them to weigh all consigned grain in St. Louis. It will save you money, and St. Louis will fully appreciate your endorsement of her improved methods by ordering St. Louis Merchants' Exchange weights.

The only solution of terminal weights, in my judgment, is for every terminal railroad to own elevators with wagon track conveniences. The St. Louis Merchants' Exchange Bureau of Weights last year paid out \$6,000 in excess of revenue to protect your interests, and are ready to pay \$10,000 annually if necessary to further give you every protection that can be placed around your shipments, and you should have your legislators see to it that every grain road has its own elevator or delivers grain to some elevator without cost to the shipper, and this should only complete the contract to deliver the grain at terminal markets.

This \$2 reconsigning per car on grain ordered after reaching St. Louis is the biggest hold-up of the twentieth century, and should be stopped by legislation. You people of Missouri and Iowa who are free

from the boodler and Indian methods should assume the control of our State Governments and see that all are permitted to enjoy the rights of a free American citizen.

Secy. Stibbens tendered an invitation to all to attend the banquet and suggested a vote of thanks to the Montezuma Club. Each were invited to cum forward and join.

J. W. Hill presented the following resolution which was adopted by a rising vote:

WHEREAS, This meeting of the Grain Dealers Union of S. W. Iowa and Mo., has been one of the most successful and most profitable meetings in the history of the organization; and,

WHEREAS, We feel the large attendance and great interest manifested are due largely to the persevering efforts of our efficient Secretary; and,

WHEREAS, Our visit to the beautiful City of Mexico has been made a very pleasant one by its hospitable citizens; therefore, be it

RESOLVED, That this organization tender a vote of thanks to our Secretary for the excellent program prepared and energy manifested in our behalf, to the citizens of Mexico for their hospitable entertainment, and to the Montezuma Club for the use of their beautiful club rooms; and,

RESOLVED, further, That every man present be constituted a committee of one to present the benefits of the association to his neighbor grain dealers and urge the necessity of joining the organization and thus extending the benefits of the association to all the grain dealers of the state of Missouri.

The meeting adjourned.

THE BANQUET.

The banquet tendered the visiting dealers by the Grain Dealers Union was a success in so far as the attendance at the feed was concerned, but the long list of toasts seemed to scare those who were not down for a speech and, altho over a hundred were present at the start, hardly a dozen remained for the close.

The menu was as follows:

MENU.

Oyster Cocktail.	
Celery en Branches.	Queen Olives.
Consomme Celestine.	
Canape Caviar.	
Roast Turkey Hen, Chestnut Dressing,	
Cranberry Gelee.	
Punch en Kirsch.	
Sweetbread Croquettes.	French Peas.
Macedoine Salad.	
Neapolitan Ice Cream.	
Assorted Cakes.	Mixed Nuts.
Stuffed Dates.	
Roquefort Cheese.	Bent's Crackers.
Coffee.	Cigars.

Toastmaster J. W. Hill, Des Moines, had a pleasing introduction for every speaker and called for the toasts, until the departing train for the Iowa metropolis forced him to desert his post. He was succeeded as toastmaster by Mr. D. Hunter of Hamburg, Ia. The toasts and the men responding to them were as follows:

Missouri—G. L. Graham, St. Louis.

Does It Pay to Be a Bull On the Grain We Raise? L. F. Cobb, Odessa, Mo.

The Troubles Imaginary and real of the Country Grain Dealer. M. McFarlin, Des Moines, Ia.

What are We Here For?—John H. Wayland, Salisbury, Mo.

Wm. Murphy, Kansas City, told stories in Swede dialect.

Why Missouri Dealers Should Join the Assn.—M. F. Dunlap, O'Fallon, Mo.

Association Work From a Receiver's Standpoint.—M. L. Vehon, Chicago.

Acquaintance and Friendship.—Geo. A. Wells, Des Moines, Ia.

The Trade Journal as a Factor in the Grain Business.—John E. Bacon, Chicago.

Equitable Freight Rates from a Shipper's Standpoint.—W. S. Hathaway, Mexico, Mo.

Association Service to the Public.—Charles S. Clark, Chicago.

Kansas City's Grain Trade.—E. D. Bigelow, Kansas City.

The Value of Advertising in the Grain Business.—William Walden Shaw, Chicago.

CONVENTION NOTES.

Cobb claims to live in the best town in Missouri.

The best meeting of grain dealers ever held in Missouri.

"YOUALL" will be put in the next dictionary.—M. F. Dunlap.

The only Chicago firm represented was Rosenbaum Bros. by M. L. Vehon.

A great deal of the shortages complained of are due directly to carelessness at the shipping point.—M. McFarlin.

The Kansas City delegation included Secy. Bigelow of the Brd. of Trade; G. S. Carkener and Wm. Murphy.

Kansas sent two representatives—L. Cortelou of Muscotah and S. P. Hinds of Atchison.

Only one machinery man—H. C. Draver, rep. Huntley Mfg. Co., and but one railroad man—J. D. Lund of the Wabash.

The two good ones—namesakes with the same initials, one from Kansas City and one from Alma—met for the first time.

The hat left for Carkener was 9 feet too small. He will trade it for a yellow dog, if the dog is dead.

Three weigmasters present—A. E. Schuyler, Asst. Brd. of Trade Weighmaster, Chicago; J. G. Goodwin, Brd. of Trade Weighmaster, Kansas City, and Jas. H. Warren, Supervisor of Weighing, St. Louis.

Before the banquet was over Geo. Beyer, Secy. of the Ill. Assn., Secy. Stibbens of the Union and Geo. A. Wells, Secy. of the Io. Assn., departed for Peoria.

Be forgettots. Life is too valuable to fritter it away striving to avenge wrongs, real or imaginary. Start in the new year with a friendly feeling for your competitors.—J. H. Wayland.

Iowa's delegation included W. Daugherty, Red Oak; J. W. Hill, Des Moines; D. Hunter, Hamburg; M. McFarlin, Des Moines; Wm. McMahon and A. J. Marsh, Shenandoah; Geo. A. Wells, Des Moines.

Mr. Horstman, fearing he would be weary the next day, hesitated to join those dealers who insisted upon sitting up all night in the depot to save the price of a bed.

The St. Louis delegation consisted of: O. J. Barron, A. H. Buschman, Geo. W. Crump, Geo. M. Davis, W. V. Farris, G. L. Graham, W. B. Harrison, C. F. Langenberg, J. C. McGinnitie, Walter G. McCully, S. T. Marshall, Geo. C. Martin Jr., Martin J. Mullally, E. Picker of Picker & Beardsley, W. C. Seele, T. C. Taylor, representing Brinson-Wagoner Grain Co., C. L. Wright, John A. Warren and O. J. Wooldridge.

The Missouri dealers in attendance were: H. Arnold, Winfield; E. H. Algermissen, Montgomery; W. J. Baird, St. Charles; F. Blattner, Wellsville; G. E. Brandon, Wakenda; J. L. Burks, Centralia; W. F. Circle, Wakenda; L. F. Cobb, Odessa; J. F. Coontz, Vandalia; M. F.

Dunlap, O'Fallon; R. C. Frerking, Alma; G. A. Frerking, Corder; E. A. Feutz, Rush Hill; J. G. Goodwin, Alma; M. J. Hassler, Louisiana; W. S. Hathaway, Mexico; H. H. Horstman, Alma; J. B. Hurt, Armstrong; R. P. James, Salisbury; J. J. Johnson, Benton City; M. E. Jones, Dearborn; J. S. Klingenberg, Concordia; T. J. McNabb, Salisbury; Louis F. Marten, St. Charles; S. Megown, Renick; J. O. W. Moles, Clarksburg; W. Y. Moore, Hartsburg; L. A. Myers, New Franklin; H. Plattner, Salisbury; Wm. Pollock, Mexico; W. W. Pollock, Mexico; John Riederer Jr., Slater; Jos. Sandbothe, Martinsburg; C. R. Shaw, Louisiana; J. J. Spindler, Moberly; D. B. Sailor, Montgomery City; B. A. Thornhill, Gray Summit; E. C. Waters, Vandalia; J. H. Wayland, Salisbury; G. Weatherford, Unionville; C. A. Wilder, Laddonia; Geo. E. Wilson, Moberly.

Seeds

The Venable Seed Co. is said to have been incorporated at Owensboro, Ky., with \$6,500 capital stock.

Not enough oats for seed in the vicinity of Logansport, Ind., reports W. E. Hurd, and clover seed is all shipped out.

Burnett and Leopold Landreth, partners in the firm of D. Landreth & Sons, Philadelphia, have been discharged as voluntary bankrupts.

Fifty bus. of yellow dent seed corn recently was shipped from Dell Rapids, S. D., to the government purchasing agent at Manila, Philippine Islands.

Representative Trimble's bill to prevent the adulteration of grass seeds has been reported by the committee on agriculture, with an amendment reducing the definition of adulteration from 5 to 2%.

Clover seed shipments from Toledo during March were about 30,000 bags; compared with 40,300 bags for March 1903, the largest shipment ever known, 36,600 bags for March two years ago and 30,000 bags for 3 years ago.

W. H. Small & Co., of Evansville, Ind., have recently bot ground, 100x150 ft., on the principal wholesale street, connected by switch with all the railroads, and some time during the summer will erect a 4-story seed warehouse of the best construction, with a view to obtaining the lowest insurance rate. This will give the firm one of the largest seed warehouses in the state.

A large dealer in clover seed writes C. A. King & Co.: We think New York State should buy from now until the end of the season, if the values remain about the same, about 8,000 bags. If the weather remains cold it may put the season back further still, but if we only have a dry April so that they can plow they will use the seed even if it is a little cold.

The trade in territory surrounding Evansville, Ind., on clover and timothy seed is about over for this spring, and on millet and cow peas is just commencing. The recent decline in clover brought out considerable local seed in the surrounding country, and our purchases this past week have consequently been quite heavy. The present week, however, we think will clean up all such lots.—W. H. Small & Co.

Quite a demand for clover and timothy seed in the vicinity of Collins, Ia., reports Martin H. Troup, agt. of the Atlas Grain

Co. The extreme cold weather has killed most of the clover, and it will have to be reseeded. Home demand will consume all home grown seed. It is selling now for \$6 to \$7 per bu. Considerable attention will be given to the selection of seed this spring, as the corn was of poor quality and the oats light.

A new phase of discrimination against Wisconsin has been brought to light by the receipt of the following letter directed to a prominent commission firm: "Would you assist me to get sum seed from government. I have bane a farmer in Wis. for several years and never got any. In Minn. I ust to get sum." This was referred to one of the Wisconsin Congressmen, with a request that he use his influence to bring about a more equitable distribution of seed and not let Minnesota get more than its share. This ignoring of Wisconsin's claims must cease.—I.

We see no signs of a slump anywhere in clovers, and if this demand keeps on without a break there is every possibility of higher prices all around. Russian reds are finding ready buyers, and the weathered French seeds are moving off. Canadians are by no means plentiful, and are, if anything, dearer. Americans are practically "out of it." Bright, clear Hungarians are finding ready buyers, and quite taking the place of American seed. Recleaned Chilians are moving quietly, and are getting into small compass. Alsike is also moving off freely, finest qualities making more money, with cheapest qualities a ready market.—London Corn Circular.

During the last few years the seed trade in Great Britain has made great progress in the direction of purity and germinating quality of the seeds sold. The method of guaranteeing a certain percentage of germination has been introduced, greatly to the benefit of the seed dealers, who are prepared to guarantee their seed. One of the leading dealers guarantees timothy, red clover, alsike and lucerne to show 99 per cent in a purity test; and timothy to show 99 per cent, alsike and lucerne, 98 per cent, and red clover 97 per cent in the germination test. The same dealer contemplates a further step forward by stating the number and kind of weed or foreign seeds contained in each sample he sells.

Seed receipts at Chicago for the week ending Apr. 9 were 681,730 pounds of timothy seed, 477,008 pounds of clover seed, 417,785 pounds of other grass seed and 17,072 bus. of flaxseed; compared with 182,200 pounds of timothy seed, 264,130 pounds of clover seed, 122,100 pounds of other grass seed and 30,900 bus. of flaxseed for the corresponding week of 1903. Shipments for the week ending Apr. 9 were 574,920 pounds of timothy seed, 121,810 pounds of clover seed, 784,535 pounds of other grass seed and 6,337 bus. of flaxseed; compared with 1,200,200 pounds of timothy seed, 114,500 pounds of clover seed, 327,320 pounds of other grass seed and 14,580 bus. of flaxseed for the corresponding week of last year.

Millers are excited over an electrical process for bleaching flour.

Corn in the ear is sold in Cuba by the fanega, which is 1,000 ears.

The retail hay dealers assn. of Des Moines, Ia., has obtained an agreement with the wholesale dealers not to sell less than 20 bales of hay to one customer. Why sell any, if the retailers confine their purchases to Des Moines wholesalers?

Grain Trade News

CANADA.

Newdale, Man.—The Northern Eltr. Co. has opened a lumber yard.

Somerset, Man.—Woods Bros. have succeeded D. M. Currie & Co., having bot their grain and implement business.

Fletcher, Ont.—The eltr. of the Stevens Co. burned recently with 10,000 bus. of grain. Loss, \$10,000. The grain was insured.

Winnipeg, Man.—The Northwest Grain Dealers Assn. has obtained a provincial charter. Among the provisional directors are S. P. Clark, John Love, W. H. McWilliams, A. Reid and W. M. McMillan.

Toronto, Ont.—R. L. D. Taylor has been transferred by the Northern Eltr. Co. from Fort William to Toronto to take charge of the Toronto office. He will also be eastern agt. for the Kelly Milling Co., of Brandon, Man.

Angus McKay, supt. of the Experimental Farm at Indian Head, before the committee on agriculture at Ottawa, Mar. 25, stated that the western farmer should confine his attention to wheat growing and to avoid anything like mixed farming.

Edmonton, Alta.—W. Dickson, a linen manufacturer of Leeds, Eng., intends building a mill this spring at Edmonton for the spinning of flax. He is convinced that the conditions in this vicinity are among the best in the world for the flax culture.

Winnipeg, Man.—C. N. Bell, secy. of the Grain Exchange, recently conferred with the chief of the weather service at Toronto with a view to the establishment of stations in the west to observe weather conditions, during the harvest period, particularly.

Toronto, Ont.—Wm. Mackenzie, pres. of the C. N. Ry., who has returned from a 2 months trip to England, reports that he expects that immigration this year will far exceed all past records. Numerous parties of immigrants are being organized in London and Liverpool.

Portage la Prairie, Man.—The annex grain warehouse in connection with the plant of Metcalfe & Son collapsed Apr. 4 and the contents were scattered. The house contained 10,000 bus. of oats and the weight of this on the floor, which is some feet from the ground, caused it to give way. Loss about \$1,500.

Ft. William, Ont.—The new eltr. being erected by the Ogilvie Flour Mills Co. is the first at Ft. William to be built by grain men, the others being maintained by the railroads. The power for the plant will be furnished by the electrical plant of the C. P. Ry. which is being constructed at a cost of \$500,000 and will furnish 1,500-h. p.

Winnipeg, Man.—Winnipeg should have an eltr. where grain can be weighed officially and stored as at Fort William. The shipments of grain to Winnipeg are heavy and continually increasing. The city requires about 3,000 bus. of oats daily. Both buyer and seller would like official weight. We would like if the C. P. R. would build an eltr. in Winnipeg. Possibly the Grain Growers' Association might

induce the railroad company to do so.—Campbell, McLean & Co.

Prescott, Ont.—The Prescott Eltr. Co. has wound up its affairs, the final settlement showing that the bondholders lost \$49,081, the unsecured creditors getting nothing. The assets, when sold, realized \$122,039, of which \$8,462 was paid for the expenses of the settlement, \$12,658 upon preferred claims and \$100,919 to satisfy the bond of the company.

Winnipeg, Man.—During February, the first month of the new option market on the Grain Exchange 43,000,000 bus. of wheat were traded in, which is doing very well, indeed, considering that the total crop of Manitoba and the Territories is only 45,000,000 bus. No. 1 northern is the basis of trading, but the seller has the valuable privilege of delivering No. 2 northern or No. 1 hard, which is not objected to by the buyer, as the latter receives a penalty of 3 cents on No. 2 northern and pays a premium of only 1 cent for the No. 1 hard.

Regina, N. W. T.—W. Elliott, commissioner of agriculture, has issued Bulletin No. 11, on the grain yields of the crops of 1903 in the several districts of the Northwest Territory. The yield of spring wheat last year was 16,029,000 bus., and of winter wheat 82,420 bus. The area under crop for 1904 will be 1,706,100 acres, an increase of 300,000 acres over 1903. The total yield of other grains in 1903 was 14,179,705 bus. of oats, 1,741,209 bus. of barley and 202,853 bus. of flax; compared with 10,661,295 bus. of oats, 870,417 bus. of barley and 158,185 bus. of flax for 1902. The average per acre was 32.17 bus. of oats, 24.65 bus. of barley and 9.03 bus. of flax.

CHICAGO.

Board of trade memberships are selling for \$3,600.

The Armour Grain Co. has chartered several boats for corn to Buffalo.

Shippers at Chicago now are getting all needed cars for consignments east.

E. W. Burdick, who was formerly with Fyfe, Manson & Co., is now with Wright, Bogert & Co.

E. L. Burdick, an operator on the open board of trade, was arrested recently charged with passing a worthless check.

Chicago Feed Dealers' Assn. incorporated, for mutual protection. Incorporators, Wm. Wittman, Wm. Kemper and Wm. Rotsted.

Fred C. Aldrich now has charge on the Board of the grain business of Sidney C. Love & Co., having withdrawn from W. L. Vance & Co.

The suit of the Chicago Board of Trade against the Hammond Grain & Eltr. Co. will soon be heard by the United States Supreme Court.

Members will vote on a proposition to have the margin checks go to the manager of the clearing house instead of to the secretary's office.

Hay Receivers' Assn. of Chicago incorporated, for mutual protection. Incorporators, Hector L. Randall, Geo. S. Bridge and John G. Walters.

The matter of compiling an estimate of the daily car lot receipts has been referred by the directors of the Board of Trade to a committee.

The boom for W. S. Jackson, pres. of the Board of Trade, for mayor of Chicago is meeting with favor on the Board, regardless of party.

J. J. Stream and Willis Counselman have formed a partnership in the grain commission business under the name Counselman & Stream.

The membership of C. A. Weare has been posted for transfer. He has not been able to attend to business during the greater part of the last year.

F. I. Northrup Co. incorporated, \$10,000 capital, to do a general commission business. Incorporators, Chas. W. Stiefel, Leon S. Alschuler and Jos. H. Fitch.

The estate of Charles Counselman has decided to transfer all trades to J. H. Wrenn & Co., to avoid all complications. This in no way affects Chas. Counselman & Co.

The Libal-Schneberger Co. incorporated, \$10,000 capital, to do a general commission, grain and brokerage business. Incorporators, Jos. Libal, Jos. Schneberger and John A. Jezek.

The congestion in the Chicago yards of the Northwestern road is expected to be relieved by the new yards which the company has planned at Melrose Park at an expense of \$500,000.

The preparation of type samples has been completed by the committee appointed by the Board of Trade some time ago. The samples are true to description, sharp lines being drawn between spring and hard and soft winter.

J. F. Harris and S. C. Scotten have bot 20 country eltrs. of Richardson & Co. Erskine Richardson, J. G. Snyder and W. H. Perine have gone with J. F. Harris & Co. R. D. Richardson will continue a shipping and commission business.

Cards reading "The room committee requests gentlemen not to spit on any of the floors of the building" are being handed out to those guilty. The room committee of the Board of Trade is taking up the crusade of the police against exporating in public places.

The Calumet Grain & Eltr. Co. will soon let contracts for the construction of a transfer eltr. on the Nickel Plate road at South Chicago to cost \$150,000. The building will be fireproof, 98x60 ft., with a handling capacity of 100 cars per day. Storage for 250,000 bus. will be provided, to be increased later by the erection of additional tanks.

At the annual sale of telephone privileges, Mar. 24, the premiums paid were considerably larger than last year. The total amount received was \$655, compared with \$250 at the last annual sale. The highest premium, \$115, was paid by Bartlett, Frazier & Carrington. Kneeland, Clement & Curtis paid \$100 for the second and Floyd, Crawford & Co. \$90 for the third selection.

Jas. M. Wanzer and Wm. H. Chadwick, doing business as Wanzer & Co., filed a petition in bankruptcy Apr. 6 and Henry W. Leman was appointed receiver. The liabilities are \$114,000 and assets \$90,000. Personal liabilities are \$39,000 for Mr. Wanzer, with assets \$50,991 and \$29,454 liabilities for Mr. Chadwick with assets of \$83,700. Their debts on the Board are said to be not over \$5,000. The firm has been in the trade about 30 years, with its business mostly in Iowa where for the last 2 years the grain trade has not

been profitable, from the standpoint of a receiver.

The will of Chas. Counselman was filed Mar. 24. The personal property is valued at \$1,930,000, with real estate valued at \$480,000. A brother, Thos. B. Counselman, of New York, receives \$10,000 and the remainder of the estate is divided among the widow and two children. A request is made that the copartnership between Mr. Counselman and Henry D. Sturtevant should not cease because of his death.

The proposition to systematize the grain sampling under one responsible head is opposed by several of the official samplers, who have voiced their objections to the directors of the Board of Trade in a petition. While the proposed change may be a benefit to grain receivers and the trade at large the samplers fear it would put them out of business. On presentation to the directors Mar. 29, action was postponed for one month; but the advocates of the reform are confident it will be approved.

ILLINOIS

Peoria, Ill.—A meeting of grain dealers was held recently at the hotel Fey.

Donnellson, Ill.—H. E. Myatt will succeed Myatt & Wafer about Apr. 15.

The annual meeting of the Illinois Grain Dealers Assn. will be held June 14-15.

Freeport, Ill.—The B. P. Hill Grain Co. has purchased a coal and wood business.

Herscher, Ill.—C. H. Rumley is repairing and remodeling the office of his eltr.

Rochester, Ill.—Twist Bros. will install an improved Hall Distributor in their eltr.

Maroa, Ill.—The Shellabarger Eltr. Co. has bot the lumber and coal business of the Maroa Lumber Co.

Arcola, Ill.—The Arccla Grain, Coal & Telephone Co. has increased its capital from \$5,000 to \$8,000.

East Louisiana, Ill.—The Sny levee has broken and the water is threatening the eltr. of Elmore & Lemon.

Fairgrange, Ill.—The Farmers' Eltr. Co., of Bushon, has bot a warehouse for \$1,100 and will build an eltr.

Pleasant Hill, Ill.—Elmore & Lemon have installed a 28-h. p. Fairbanks-Morse Gasoline Engine in their eltr.

Blue Mound, Ill.—Peter Costello, formerly of Argenta, has bot, thru C. A. Burks, the eltr. of Otis McNelly.

Assumption, Ill.—H. H. Tripp has bot the eltr. and grain business of the Schneider Grain Co. and will take charge soon.

Jacksonville, Ill.—C. W. Savage, of Virginia, is building an eltr. on the C. P. & S. L. Ry., 3 miles south of Jacksonville.

Windsor, Ill.—Gould & Bruce have succeeded Gould Bros., G. E. Bruce having purchased the half interest of Frank D. Gould.

Stonington, Ill.—The basement of the eltr. of C. A. Davis was flooded to a depth of 2 ft. recently but not much damage was caused.

Greenup, Ill.—M. M. James is remodeling his eltr. and putting in a Marseilles New Process Sheller and Cleaner of 500 bus. capacity.

Savanna, Ill.—Chas. H. McLaughlin, of Buffalo, N. Y., has brot suit against the Griffith-Hall Grain Co. to recover \$977 for alleged breach of contract.

Chestnut, Ill., Apr. 1.—Ground covered with water. If rain ceases now it will be Apr. 15 before any oats can be sown.

Very heavy rain last evening.—Chas. H. Ruple.

Dawson, Ill.—The old eltr. of E. R. Ulrich & Sons has been wrecked and Jas. L. Smith & Co. are building on the site. Work was commenced Apr. 5.

Stonington, Ill.—Mansfield & Co. have taken possession of the eltr. which they purchased recently from Otis McNelly and have installed Mr. Finson as mgr.

Ludlow, Ill.—The Farmers' Eltr. Co. has bot the eltr. of E. D. Risser and will take possession about May 1. Mr. Risser has not decided where he will locate.

Arenzville, Ill.—The Beardstown Lumber & Grain Co. has decided to rebuild in the near future the eltr. which burned Mar. 11. It will build on the same site.

Perdue, Ill.—The Perdue Eltr. Co. incorporated, \$10,000 capital, to deal in grain, stock, coal, etc. Incorporators, John O'Hare, Andrew Bremer and Wm. Warner.

Stillwell, Ill.—J. R. Beshears has succeeded Crear & Tanner in the grain business, they having gone out of business and removed. He intends installing some new machinery.

Shipman, Ill.—F. S. Shultz has bot the eltr. of Jos. Dodson and succeeded him Apr. 1. Mr. Dodson has been connected with the grain and milling business for nearly 44 years.

Savanna, Ill.—The Griffith-Hall Grain Co. was compelled to shut down its eltr. Mar. 21 because of the rapid rise of the river. The pit was flooded and no grain could be elevated.

Cerrogordo, Ill.—The Cerrogoro Grain & Coal Co. incorporated, \$10,000 capital, to deal in grain, coal and farm supplies. Incorporators, Alex. Parkins, Elmer Youtz and M. E. Mills.

Danvers, Ill.—The Danvers Farmers' Eltr. Co. incorporated, \$8,000 capital, to deal in grain, fuel, hardware and do a general milling business. Incorporators, W. S. Otto, Peter Risser and Chas. Simpson.

Belvidere, Ill.—We would not think of running a grain business without the Grain Dealers Journal as we get all the news, as well as all the advertisements of all improved grain machinery.—Marshal Bros.

Mt. Morris, Ill.—The Neola Eltr. Co. is contemplating the erection of an eltr. on the site of the present house, which will be torn down. If it is decided not to rebuild, the old house will be remodeled and repaired.

Stonington, Ill.—Hill Bros. & Crow have all their grain pretty well cleaned out, but will not move their outside corn until summer, considering that the weather has not been what it should to put it in first class condition.

Illinois farmers are advised to test a few kernels from each ear of seed corn for germination, as much of the corn grown last year has been found to possess very low vitality. Neglect of this precaution will result in a poor stand.

Decatur, Ill.—C. A. Burks & Co. have succeeded C. A. Burks in the grain brokerage business. J. F. Sprague, of Bement, and Willis Peck have associated themselves with the firm and will give their undivided attention to the business.

Moweaqua, Ill.—Snell & Pontings will succeed Walker & Snell June 1. Joel T. Walker has sold his interest in the eltrs. at Moweaqua and Radford to E. A. and E. W. Pontings and will devote his time to his mining interests in the west. Frank Snell will continue in charge of the eltr.

at this station and Everett Pontings will have charge of the house at Radford.

Swanwick, Ill., Apr. 8.—Wheat crop very uneven; some extra fine fields and some very poor, but owing to very favorable weather the last 2 weeks all have gained a great deal. Some damage reported from Hessian fly.—Matt Robb.

Stonington, Ill., Apr. 7.—Probably 1/3 of last year's crop is still in the hands of the farmers, in this locality. No oats sown yet. Farmers are getting anxious, but we try to assure them that there is time enough yet; far better be a week late and sow in good condition, than sow early in mud.—J. F. Ellis.

Ransom, Ill.—The Farmers Eltr. Co., which was incorporated a month ago with a membership of 110 farmers, has bot and taken possession of the eltr. of the Ransom Grain Co., and has employed as manager, L. H. Perry, who sold his eltr. at St. Anne some time ago. Mr. Perry states that he will conduct the business as a regular dealer.

Springfield, Ill., Apr. 1.—The condition of wheat shows decided improvement. In the northern and central districts the outlook is uniformly promising. In the southern district, where adverse conditions have obtained since sowing, the plant has been revived and begins to show nearly averaging development. Rye is in a thrifty stage, and all reports indicate a promising outlook. The season is very backward and the soil too wet for spring plowing. A few fields have been sown with oats. A considerable proportion of the corn crop in the northern district has been fed or sold. In the central district much remains in the hands of farmers. The grain is soft and damp and much loss has ensued from spoiling in crib. Anxiety is expressed as to the vitality of the seed.—Government Report.

INDIANA.

Curtisville, Ind.—Geo. Wood intends building another eltr.

Fowler, Ind.—Wilbert Hawkins, of Atkinson, has bot the eltr. of John F. Barnard.

Goldsmith, Ind.—Henry L. Cook, of West Lebanon, has bot the eltr. of O. G. Carter for \$3,500.

Atkinson, Ind.—Morton Atkinson, of Oxford, has bot the eltr. of Wilbert Hawkins, who has purchased an eltr. at Fowler.

Valparaiso, Ind.—The eltr. operated by the Way-Higley Grain Co. burned Mar. 21 with 2,500 bus. of oats and 500 bus. of rye.

Logansport, Ind.—The basements of the eltrs. of Dennis, Uhl & Co. and D. A. Gillespie & Co. are flooded. It is the highest water in 20 years.

Logansport, Ind., Mar. 20.—The corn is soft. Of the old wheat 10% is in farmers' hands. The growing wheat will be 50% of a crop.—W. E. Hurd.

Shoals, Ind.—Samuel A. Chenoweth, grain dealer and miller and pres. of the Martin County Bank, died Mar. 30, of pneumonia, aged 48 years.

Goldsmith, Ind., Apr. 2.—Wheat is good in places. Lots of oats being put in. Nearly 50,000 bus. of corn of the crop of 1903 yet to ship and 5,000 bus. of wheat.—O. G. Carter.

Lafayette, Ind.—Professor A. T. Wiancko, of the agricultural experiment station, is making arrangements with farmers in different parts of the state to test a number of the leading varieties of corn

side by side. Any farmer desiring to assist in the test will be sent 6 to 12 varieties with instructions to plant $\frac{1}{4}$ acre in his corn field, where the plots can be cultivated without extra trouble.

Ft. Wayne, Ind.—The Northeastern Indiana Grain Dealers Assn. held a meeting Mar. 31 at the Wayne hotel. A meeting of the wool growers of the same territory was held at the same time.

Lebanon, Ind.—The eltr. and mill of Walker & Adney burned Mar. 18, with 40,000 pounds of flour, 3,000 bus. of wheat and a quantity of corn, oats and feed. Loss, over \$20,000, with \$10,000 insurance on buildings and \$2,000 on stock.

IOWA.

Minden, Ia.—Stuhr & Reesy have installed a gasoline engine.

Gowrie, Ia.—The Chicago Grain & Eltr. Co. intends building an eltr. this season.

Dexter, Ia.—B. C. Hemphill has installed a 12-h. p. gasoline engine and feed grinder.

Paton, Ia.—The farmers have organized a company and will build an eltr. some time this season.

Corn over 40 years old will be exhibited at the St. Louis Exposition by C. K. Hanson of Eldora, Ia.

Archer, Ia.—The Edmonds-Londergan Co., of Marcus, will rebuild the house which burned Jan. 22.

Dexter, Ia., Mar. 29.—Have been shipping in corn all winter. Sell it out for 50 cents.—B. C. Hemphill.

Durant, Ia.—Fred Denkman, of Denkman Bros., was married Mar. 16 to Miss Grace M. Huchendorf, also of Durant.

Northboro, Ia.—Ragan & Boon have succeeded W. H. Ragan & Co. and they will remodel the eltr. and equip it with a gasoline engine.

Coin, Ia.—Ragan & Boon have succeeded W. H. Ragan & Co. The house will be remodeled soon and a gasoline engine will be installed.

Angus, Ia.—The Des Moines Eltr. Co., of Des Moines, has bot out B. Curtis & Co. and has succeeded them in the grain and lumber business.

Hartley, Ia.—The Truax & Betts Eltr. Co., of Mitchell, S. D., has bot the eltrs. of the Skewis-Moen Co. at Hartley, Hull and Boyden, and took possession Apr. 1.

Missouri Valley, Ia.—A. Dessert has brot suit against the Updike Grain Co. for \$2,650 damages for injuries received while working as a carpenter on the new eltr. for that company at Missouri Valley.

Lamoni, Ia.—The Smith-Rauch Grain & Seed Co. has succeeded J. W. Smith, Mr. Smith having sold a half interest in his grain business at Lamoni, and he also buys at several stations on the C. B. & Q. Ry.

The Iowa and Nebraska Coal Dealers Assn. is said to have overcome the short weight evil by an agreement of the railroads to weigh all coal at points of delivery and to accept the destination weights as official.

Coin, Ia.—A. B. Carter, mgr. for Ragan & Boon, was severely injured recently by his coat sleeve catching on a set screw at the head of the eltr. His arm was dislocated at the elbow and shoulder and he was otherwise bruised. He is improving nicely.

Coin, Ia., Mar. 29.—Fall wheat looks good so far this spring. Not many oats will be sown, but there will be a large

acreage of corn. The ground is in fine condition and we have had plenty of rain; is raining to-day. Most of the corn in this vicinity has been moved, either to eltrs. or to feeders.—A. B. Carter, mgr. Ragan & Boon.

Collins, Ia., Apr. 4.—Spring seems to be here again and some farmers have considerable early plowing done already. Seeding will begin in a few days; the ground is a little heavy yet. The grain business is rather dull at present; almost all the oats are in and very little corn came on the market and feeders have picked up the most of it. Probably 12,000 or 15,000 bus. of oats out yet.—Martin H. Troup, agt. Atlas Grain Co.

Sioux City, Ia.—Preparations are being made for the erection of the eltr. to be built by the Akron Milling Co. The eltr. will be built small at first, of 40,000-bu. capacity, but so that it can easily be enlarged in the future. A storage house, 40x90 ft., will be built in connection. Sioux City has no eltr. at present that is independent of mills, but this eltr. will be open every day in the year for the receipt of all kinds of grain. It is rumored that a Chicago eltr. company intends becoming a partner in the building, and in that case the house will be of larger capacity.

KANSAS.

Clearwater, Kan.—T. J. McCredie will repair his eltr.

Moundridge, Kan.—The Strauz eltr. was damaged Mar. 30 by fire.

Densmore, Kan.—The Hall-Baker Grain Co. is building a 12,000-bu. eltr.

Norway, Kan.—The Hall-Baker Grain Co. is building a 10,000-bu. eltr.

Asherville, Kan.—The Morrison Grain Co. has purchased the eltr. of H. F. Baker.

Junction City, Kan.—The 50,000-bu. eltr. for the Tyler Milling Co. has been completed.

Palmer, Kan., Apr. 3.—Good rains and wheat looking well with fair acreage.—H. C. Strohm.

Phillipsburg, Kan.—Robertson & Gohard have succeeded the Phillipsburg Mill & Eltr. Co.—I.

Ellinwood, Kan.—Steckel Bros. are remodeling their office and installing new scales in the eltr.

Kirwin, Kan., Mar. 30.—Wheat prospects fair; acreage some less than last year.—F. L. Ingersoll.

Pawnee Rock, Kan.—The burning of the Kansas Grain Co.'s eltr. caused a loss of \$1,414; fully insured.

Esbon, Kan.—F. A. Derby, of Sabetha, intends building a 20,000-bu. eltr. to replace the house burned Jan. 26.

Blue Rapids, Kan.—W. F. Peacock will re-enter the grain business and is building a 5,000-bu. eltr. at Blue Rapids.

Perth, Kan.—The J. Rosenbaum Grain Co. has bot the eltr. of H. A. Wynn. The house will be operated by the State Eltr.

Pretty Prairie, Kan.—Strouss & Paves, of Newton, have bot the eltr. which was owned and operated by the Pretty Prairie Grain Co.

Athol, Kan.—The J. Rosenbaum Grain Co. has bot the eltr. of Thomas & Harrison. The house will be operated by the State Eltr.

Dana, Kan.—W. M. Chelf will equip the 8 eltrs. to be built on the Rock Island Ry. with machinery purchased from the York Foundry & Engine Works.

Palmer, Kan.—H. C. Strohm has succeeded Strohm & Jones, T. Jones having withdrawn. C. O. Posten, formerly of Denton Bros., Leavenworth, is resident mgr.

Hutchinson, Kan.—John Taylor, general auditor of the Kansas Grain Co., died at his home in Concordia Apr. 1. His death was caused by pneumonia after an illness of but 1 week.

Blue Rapids, Kan., Apr. 1.—Crop conditions quite good. Wheat growth small but looks well. Plenty of moisture. Very little old wheat left. Farmers holding corn for higher prices.—W. F. Peacock.

Belleplaine, Kan., Apr. 1.—Wheat looks fine. Old wheat all gone; corn, none to ship. Corn is selling at 45 to 60 cents. Few cattle feeding and but few hogs, as corn is king; if we don't raise corn, we can't raise cattle and hogs.—Alex Knott.

Topeka, Kan., Apr. 1.—Wheat in good condition in south half and east portion, but is much damaged in northwest portion; oats sown in south and coming up, sowing progressing in central and northern counties; much corn ground plowed in south and some planted.—Government Report.

Cheney, Kan.—The injunction suit of Ed Anderson against the city of Cheney and its officers is being heard at Wichita. Mr. Anderson was in the grain business at Cheney and built an eltr. on what he claims was the Santa Fe right of way but which the officials of Cheney contend is a part of one of the city streets. The authorities last June declared their intention of tearing down the eltr. but a temporary injunction was issued. It is now the final hearing as to whether the temporary injunction shall be made permanent.

KENTUCKY

Lexington, Ky.—The Central Kentucky Millers Assn. held a meeting Mar. 25, at the Phoenix hotel.

Covington, Ky.—It is rumored that the C. & O. Ry. will build an eltr. for the transfer and temporary storage of grain for the east.—Loudon & Co., Cincinnati.

Louisville, Ky., Apr. 1.—Moderate temperature and wet weather have improved wheat slightly, especially in southern and western counties, but prospect for this crop continues poor; grass made rapid growth; farm work backward.—Government Report.

Dycusburg, Ky., Mar. 26.—Wheat crop wintered badly in this section. Very small acreage sown. Some fields will be plowed up and put to corn. Not enough old wheat in country to supply milling demand. No. 1 selling at \$1 per bu. Corn at 50 cents per bu. with none for export. Farmers are very late plowing on account of wet weather; no corn planted yet.—F. B. Dycus & Co.

MARYLAND

BALTIMORE LETTER.

J. Hume Smith, former pres. of the late firm of Smith-Gambrill Co., was tendered, and has accepted, the position of assistant to the pres. of the Third National Bank of this city.

Among the recent visitors on the Chamber of Commerce were A. L. Kern, Milwaukee, Wis.; F. Gerhart, Kansas City, Mo.; R. W. Gwathmey, New York; W. D. Judd, St. Louis; Harry Thomas, Manila, P. I.; F. R. Slauson, New York.

The annual auction sale of grain tables, on the floor of the temporary quarters of

the Chamber of Commerce, Masonic Temple, took place on Apr. 2. As daylight is not so abundant as in the old quarters, there was spirited bidding for the bright spots on the floor.

The C. A. Gambrill Mfg. Co.'s flour mill at Orange Grove, on the main line of the B. & O. R. R. which was put into commission after their city mill "B" was destroyed by fire, and has since been kept running day and night, will be remodeled and much new machinery installed.

Robt. W. Gwathmey, a former Baltimorean, but now of New York, and a member of the Produce Exchange of that city, was a visitor on the Chamber of Commerce last week, and was given the hearty and vociferous welcome always accorded him on his periodical visits, the form of which seems to be his own by patent right.

The Chamber of Commerce Committee, appointed some time ago to confer with the railroads having terminals here, for the purpose of securing increased eltr. facilities, especially for the local trade, had meetings this week with the officials of the B. & O. R. R., also the Penna. R. R., and feel confident both railroads are impressed with the necessities of the trade in this respect. It is claimed by some of our merchants that an excellent opportunity is offered the B. & O. R. R. to erect an additional local eltr. within the burnt district, so situated as to be alike convenient to the railroad and the trade.

At a meeting of the stockholders of the Chamber of Commerce Building Company held on 5th inst. J. Olney Norris, Robt. Tyson, Wm. G. Michael, D. M. Wylie and E. H. Sanford were elected directors on part of the outside stockholders, who, with James C. Gorman, Wm. M. Knight, Charles England and Geo. S. Jackson, who were appointed to represent the Chamber of Commerce in the board, will constitute the board of directors for the ensuing year. The board organized by electing J. Olney Norris, President, John C. Daves Secy. & Treas. Finance Committee, J. Olney Norris, Wm. M. Knight, and D. M. Wylie. Building Committee, J. Olney Norris, James C. Gorman and Charles England. Work of rebuilding the Chamber of Commerce will commence as soon as the final adjustment of the fire loss is made by the insurance companies, which is expected within a few days.

On March 31, the Chamber of Commerce Committee, on differential freight rates, consisting of John W. Snyder, Blanchard Randall, Robert Ramsay, Geo. T. Gambrill, Charles England and Jno. M. Dennis, went to Philadelphia to confer with the committees of that city in regard to the action before the Interstate Commerce Commission on the question of the differential. Accompanying the Committee were Geo. F. Randolph, first vice-pres., and Hugh L. Bond, second vice-pres., of the B. & O. R. R., Wm. Cunningham, representing Baltimore Board of Trade, E. K. Pattison, of the Merchants and Manufacturers Assn. of this city, together with Arthur G. Brown, of Baltimore, and John B. Daish, of Washington, the two latter as counsel for the Baltimore Chamber of Commerce. At Philadelphia all attended a conference with Vice-Pres. John B. Thayer, of the Pennsylvania R. R., representatives of the Reading and Lehigh Valley railroads, and the committees from the several trade organizations of that city. The result was that Baltimore and Philadelphia, having a common interest, will work together before the Interstate Commerce Commission.—B. M.

MICHIGAN.

Findley, Mich.—W. Walter intends repainting his eltr.

Findley, Mich., Mar. 31.—Wheat will be about $\frac{3}{4}$ of a crop.—W. Walter.

Emmett, Mich.—The plant of the Richmond Eltr. Co. had a narrow escape recently from fire which burned a hay shed directly across the tracks from the plant.

Detroit, Mich.—The safe in the office of the eltr. of Lichtenburg & Son was blown open recently by burglars, who secured but \$10. The safe was considerably damaged.

MINNEAPOLIS

Bids for memberships in the Chamber of Commerce are now made at \$2,400, while \$2,500 is asked.

The Grain & Flour Bowling League held its first annual banquet recently at the Phoenix clubrooms. Covers for 40 were laid.

Herschell V. Jones, who was recently admitted into partnership in Watson & Co., has applied for membership in the Chamber of Commerce.

The service of the substation of the Postoffice at the Chamber of Commerce will probably be extended, notwithstanding rumors of its abolishment.

Pringle, Fitch & Rankin, of Chicago, have opened an office in Minneapolis. A. G. Chambers, who is well known to the grain trade of the northwest, is mgr.

Excitement reigned for a short time Mar. 30 in the Flour Exchange. One of the passenger eltrs. broke loose and the grain and flour men in the building were said to have been as much excited as the wheat prices had fallen several stories. No one was hurt.

Jas. Marshall, pres. of the Chamber of Commerce, who has been seriously ill, is better now, altho it may be some time before he can attend to business. During his absence both of the vice-pres. have also been absent and B. H. Morgan was requested by the directors to act as pres. pro tem.

Jas. Carter, who is thot to be the leader of a gang of wheat thieves, was arrested Mar. 28 by a special officer of the Milwaukee road. Several days previous 2 members of the gang were arrested and when put in the sweat box admitted their guilt and implicated Carter in the robbing, which has been done almost entirely in the country, several cars of wheat having been stolen in 1 week.

MINNESOTA.

Storden, Minn.—O. C. Lands is agt. for the St. John Grain Co.—I.

Minneapolis, Minn., Apr. 4.—Wheat seeding just about to begin in Minnesota, under most favorable conditions.—H. Poehler Co.

Lewiston, Minn.—J. J. Lichter has bot the interest of his brother in J. J. Lichter & Bro. and will continue the business for his own account.—I.

Morgan, Minn.—The eltr. of G. W. Van Dusen & Co. burned recently with nearly 5,000 bus. of grain, a car of wheat and several freight cars.

Amboy, Minn.—A company has been organized and has bot the eltr. of the Amboy Farmers. Eltr. Co. Geo. Secrest, Thos. Randall, John McLain, and others are interested.

St. Paul, Minn.—C. E. Jackson of Buckman, Minn., pres. of the Minnesota Farmers Exchange, claims that fully 100 farm-

ers eltrs. will be erected in the state the coming year.

Fairfax, Minn.—H. W. Miller, of Jackson, has bot the eltr. of J. C. Koelfgen and will take possession about Aug. 1. He will continue to operate the eltr. as the Fairfax Independent Eltr.

Duluth, Minn.—The Peavey Duluth Terminal has been sued for \$10,000 for the deaths of Helmer A. Anderson and Oscar Eriscon, as a result of the giving way of a staging at the eltr. last fall.

Rowena sta., Newavon P. O., Minn.—The Sleepy Eye Milling Co. has let the contract to J. C. Spangler for the rebuilding of its house which burned last winter. The house is to be completed by May 15.

Duluth, Minn.—Edwards, Wood & Co. have been denied a new trial of the charges of failure to send a true statement of sales to a customer. The state railroad and warehouse commissioners have evidence in a number of other cases against the same firm.

Duluth, Minn.—The directors of the Board of Trade have telegraphed the following protest to Senators Nelson and Clapp at Washington: The statement attributed to Senator McCumber in the senate yesterday, that farmers had been robbed of \$20,000,000 at Duluth-Superior in the last ten years, on account of weighing, inspection and handling of grain and that the official records of the eltrs. show shipments to exceed receipts by some 26,000,000 bus., we most emphatically deny as being absolutely untrue and misleading.

St. Paul, Minn.—"The number of cars weighed under the supervision of my office for the crop year, just closed is smaller by 4,914 than the number weighed the previous year, and this is regardless of the fact that the volume of grain in bushels increased 12,923,607 over the previous crop year. It is evident that some method must soon be reached whereby the charges for weighing will be in proportion to the volume of grain weighed. Since the use of larger cars entails more work in weighing them it is not unreasonable to suggest a new system under which an extra charge be made on cars containing more than 1,000 bus."—P. P. Quist, State Weighmaster.

Canby, Minn.—Suit has been brot against Tracy E. Cole by the administrator of the estate of Nels Hanson and by P. J. Henderson for the appointment of a receiver for Cole, Henderson & Co. The defendant is accused of wrecking the company's business, of which he had control. It is alleged that he appropriated \$24,750 of the company's funds and lost it in wheat speculation. He is also charged with conspiracy to defraud the company out of large amounts by using forged bills of lading and bogus drafts. His operations on the floor of the Minneapolis Chamber of Commerce are claimed to have been carried on under fictitious names and to have been disastrous.

MISSOURI.

Emma, Mo.—Wm. Weber & Bro. have succeeded Henry Weber.—I.

Greenfield, Mo.—H. H. Steele, of Golden City, is building a 15,000-bu. eltr.

Kansas City, Mo.—The Simon-Shields Grain Co. is operating the C., M. & St. P. Eltr.

Hartsburg, Mo.—W. Y. Moore will install 2 legs and build bins in his warehouse.

Mexico, Mo.—The Wm. Pollock Mill & Eltr. Co. is bldg. a 20,000-bu. eltr. at Shackelford, a 10,000-bu. eltr. at Har-

mony and overhauling and remodeling its mill.

Golden City, Mo., Apr. 2.—All crop prospects very good. Beginning to need rain.—H. H. Steele.

You can build a new elevator with a dump for less than you can buy a fresh supply of grain sacks.

Kansas City, Mo.—The Hall-Baker Grain Co. will operate the Mo. Pacific Eltr. as soon as completed.

East Prairie, Mo., Mar. 27.—Wheat looks fine. A large acreage of corn will be planted this spring.—E. D. Russell.

Armstrong, Mo.—The Armstrong Mill & Eltr. Co. contemplates erecting fire-proof storage for about 30,000 bus. of wheat.

Kansas City, Mo.—The Beall Grain Co., which operates the Diamond Eltr., contemplates installing a cleaner, clipper and an additional leg.

New Franklin, Mo.—L. S. Myers, who bot and overhauled Pruss & Son's mill, has erected a 13,000-bu. eltr. He will put in a new cleaner and scales.

Kansas City, Mo.—The transfer eltr. recently erected by the Southwestern Eltr. Co., in the Harlem yards of the C. & B. & Q. R. R., has storage room for 1,700 bus.

St. Joseph, Mo.—The C. A. Dayton Grain Co. and A. J. Brunswick, who bot the South Park Eltr., have enlarged it and completed extensive improvements, and now operate it under the name of the South Park Eltr. Co.

Louisiana, Mo.—Shaw, Garner & Co. have let the contract to E. E. Hollister for a 10,000-bu. eltr., which, in connection with Wald Bros.' warehouse, which they bot last year, will give them 35,000 bus. stor.; age.

Every Missouri dealer shud read carefully Mr. Woodrige's able paper on the Evils of Sack Usage, published in this number with our account of the meeting at Mexico. After reading once give away your grain bags and build a modern eltr.

Kansas City, Mo.—The Harroun Eltr. Co. is laying the foundation at Harlem, on the Burlington tracks just across the Missouri river, for a 300,000-bu. frame eltr. Later tile tanks of about 900,000-bu. storage will be erected to be operated in connection with it. The contract for the superstructure will soon be let.

St. Louis, Mo.—B. S. Slaughter, with A. Kalter, who about a year ago was expelled from the Merchants' Exchange for conduct unbecoming a merchant, was arrested Apr. 2, charged with giving short weight. His arrest was caused by the Grain & Feed Dealers Assn., which was recently formed for the purpose of bringing to justice dealers who make a practice of giving short weight.

Kansas City, Mo.—The Southern Grain Co., composed of Issy Landa, is building a corn mill and a cleaning transfer and mixing eltr. in the East bottoms on the Mo. Pacific R. R. It will have capacity to transfer 70 cars per day. The corn-meal plant will have a capacity of 500 barrels per day; the grits mill 100 barrels a day, and chop 400 sacks per hr. The foundation and pits are of concrete.

Kansas City, Mo.—The Kansas-Missouri Eltr. Co. incorporated, \$300,000 capital, to build and lease eltrs. and warehouses, etc., and do a general eltr. business. The company is a union of the eltr. interests of the Mo. Pacific Ry. and will replace eltrs. destroyed by the floods at Kansas City last year, to be maintained in connection with the Mo. Pacific terminals. Incorporators, Geo. J. Gould, of New

York; C. G. Warner, Russell Harding, F. J. McLean, F. W. Ireland and Crawford H. Duncan, of St. Louis.

Kansas City, Mo.—Harry C. Reed, local representative of Logan & Bryan of Chicago, died Mar. 25 of pneumonia, which caused a weakness of the heart. Mr. Reed was a prominent member of the Board of Trade and had been well known in the grain business of Kansas City for nearly 20 years, representing various Chicago houses, and in addition was a junior partner in the firm of Rutherford & Reed, Shreveport, La.

Columbia, Mo., Apr. 5.—A few localities thruout the state report damage to wheat from the recent heavy rains and hail storms. The cool, wet weather has retarded farm work somewhat in some sections, but the soil is in good condition for planting, except where it is too wet from the recent rains. The bulk of the wheat crop was sown later than usual, because of the prevalence of the Hessian fly in the preceding crop and because of the drouth at seeding time, and as a consequence had little growth for winter protection; therefore every county reports more or less damage from freezing, but favorable weather from now on may make considerable improvement. The Hessian fly is reported to be in the wheat in a number of localities, but it is too early to determine the damage from them. The acreage seeded last fall was a little less than for the preceding crop and the present condition is 81, which is 7 points lower than that of a year ago. About 34 per cent of the oat crop was sown by Apr. 1; compared with 16 per cent on the same date a year ago. In some localities in the northern part of the state the farmers have not begun sowing, there being only about 4 per cent sown in the northwest section, while in the southwest 86 per cent of the whole crop has been sown. The meadows are in good condition at present except the new fall seeding, which has been injured by winter killing.—G. B. Ellis, sec'y State Board of Agriculture.

ST. LOUIS LETTER.

Big Ed Culver, of Toledo, is still here. If he stays much longer some of the World's Fair Concessionaries are liable to nab him for one of the fat boys for the Pike.

The hay receivers of St. Louis met on March 29 to make arrangements to entertain the hay dealers attending the national convention to be held in this city July 14, 15 and 16. T. R. Ballard was selected chairman, J. J. Schulte, secy., and E. Picker, treas. Various committees were appointed, and from their personnel the visitors will receive a most hearty welcome.

At a special meeting held last week, the Board of Directors of the Merchants Exchange refused to grant a petition of the longs requesting margins in the late December deal to be surrendered by the shorts on basis of the settling price of 92 cents. In rendering its decision, the Board announced that, inasmuch as the case was still pending in the courts and the release of marginal deposits would conflict with their rules, they would refuse to interfere.

During March the Department of Weights supervised the weighing of 2,600 cars which were unloaded in the various mills, eltrs. and warehouses. Out of this number there were 174 cars reported with leaky grain doors; 42 leaking over grain doors; 168 with leaky boxes; 31 with

leaky end windows; 122 cars not sealed on either side; 393 sealed only on one side, and 769 cars with end windows not sealed. Total number of cars reported in bad order and not sealed, 1,699. During this month, this department made two arrests of grain thieves for stealing grain from cars while on team tracks. The thieves are now in jail awaiting trial. Considering the number of cars received in this market during March it is readily seen from the above report that shippers are not lending their support to the weighing bureau. All bills of lading should be stamped "We require Merchants Exchange weights." If this is done it will not only benefit the shipper but increase the revenue of the weighing office.—Louis I.

NEBRASKA.

Campbell, Neb.—Wm. Rundberg has sold his eltr. for \$5,800.

Belvidere, Neb.—The Farmers' Eltr. Co. has bot the eltr. of Thos. Cochran.

Elgin, Neb.—The Elgin Eltr. Co. incorporated, \$10,000 capital. It is a co-operative assn.

Franklin, Neb.—W. A. Chitwood, of Riverton, has purchased the eltr. of Morrow Bros.

Lincoln, Neb.—H. O. Barber & Son are having their cleaning eltr. repaired by G. H. Birchard.

Pender, Neb.—The eltr. of the Peavey Eltr. Co. has been closed for the season by Albert Russell.

Saronville, Neb.—The Farmers' Grain & Live Stock Assn. has bot for \$2,100 the eltr. of Chalberg Bros.

Guide Rock, Neb.—Lewis Ely has bot the eltr. of J. M. Marsh, of Hebron, and took possession Apr. 1.

Rosemont, Neb.—W. H. Ferguson will immediately rebuild his eltr. which was recently destroyed by fire.

Emerson, Neb.—The Holmquist Grain & Lumber Co. will install an improved Hall Distributor in its eltr.

Goodwin, Neb.—The Atlas Eltr. Co. is tearing down the old shovel house and will build a modern eltr. on the site.

Omaha, Neb.—Members of the Grain Exchange all deny the rumor of its consolidation with the Commercial Club.

Lyons, Neb.—The eltr. of the Holmquist Grain & Lumber Co. will be equipped with an improved Hall Distributor.

Norman, Neb., Apr. 7.—The winter wheat is coming out in fine shape and is looking fine since the rain.—E. W. Lambert.

Norman, Neb.—The Farmers' Business Assn. has given up the idea of building and has leased the eltr. it operated last year.

Falls City, Neb.—The machinery is being installed in the eltr. and mill of Wm. Douglass, which was built by G. H. Birchard.

Bloomfield, Neb.—The Holmquist Grain & Lumber Co. will install an improved Hall Distributor in its eltr. at Bloomfield.

Unadilla, Neb.—Rob Friend, who has been mgr. of the eltr. for the Duff Grain Co. at Red Willow, has been transferred to Unadilla.

Weeping Water, Neb.—E. F. Marshall has let the contract to G. H. Birchard for a complete 30,000-bu. eltr. to handle and

clean small grain and elevate ear corn into large crib.

Lincoln, Neb.—W. H. Ferguson will build a large brick office near his cleaning and transfer eltr. G. H. Birchard will have charge of the work.

Verona, Neb.—The Ewart-Wilkinson Grain Co. is installing a 4-ton Howe Wagon Scale in its eltr., furnished by the York Foundry & Engine Works.

Rogers, Neb., Apr. 6.—Grain business very slack. Winter wheat looking fine at present. Some oats sown. Ground in excellent condition.—C. V. Beeman.

Rokeyby, Neb.—H. B. Hoyle is repairing the eltr. which he recently leased, and installing a new equipment furnished by the York Foundry & Engine Works.

Elgin, Neb.—The equipment for the eltr. of W. F. Hammond will be furnished by the York Foundry & Engine Works. A Howe Gasoline Engine and Howe Scales will be included.

Swanton, Neb.—L. F. Ellermeier is repairing his eltr. and installing a 16-h. p. Howe Gasoline Engine, purchased from the York Foundry & Engine Works. This is the second engine of this size that he has installed at this station.

Omaha, Neb.—In its answer to the suit of the Grain Exchange the Northwestern road Mar. 5 alleged that there is no reason why the rate from Omaha to Chicago should be less than the rate from any other Nebraska common point.

Omaha, Neb.—The Exchange Grain Co. incorporated, \$50,000 capital. Incorporators, A. B. Jaquith, Grant E. Barnes, M. F. Funkhouser and Warren Switzler. Mr. Jaquith is a director of the Grain Exchange and is connected with the Omaha Eltr. Co.

Germantown, Neb., Mar. 31.—Wheat in our vicinity looks very nice at present; would call condition about 90%. Oats are being put in in good shape. Ground in good condition to work; a little more rain would be welcome. Grain business slow, as farmers are holding for higher prices.—Louis Meyers.

Lincoln, Neb.—The Foster Grain Co. intends building a large eltr. at Lincoln, but not at present. E. D. Foster, pres. of the company, has moved to Lincoln and has bot property for a residence. Secy. L. O. Wilsey has also moved to Lincoln. The company has new eltrs. at Malcolm, Ruby, Germantown, Wahoo and Benedict.

Lincoln, Neb.—At a meeting of the state board of equalization, Mar. 25, it was decided that grain dealers must pay taxes not only on the grain in store Apr. 1, but also on the average amount of capital invested during the year. The decision was made under Sec. 66 of the law, which reads as follows: "Every person, company or corporation engaged in the business of buying and selling grain for profit shall be held to be a grain broker, and shall at the time required by this act, determine under oath the average amount of capital invested in such business, exclusive of real estate or other tangible property, assessed separately, for the preceding year, and taxes shall be charged upon such average capital the same as on other property. For the purpose of determining the average capital of such grain broker the county assessor and deputy assessor shall have the right to inspect all books of account and the check books of such grain broker and shall de-

termine and fix the amount of such capital by such inspection."

NEBRASKA LETTER.

Norman, Neb.—W. J. Hynes, of Hastings, has bot the eltr. of G. A. Sipple.

R. W. Nelson, of Bookwalter, recently joined the Nebraska Grain Dealers' Association.

Germantown, Neb.—The Foster Grain Co., of Lincoln, has bot the eltr. of the Central Granaries Co.

Rokeyby, Neb.—H. B. Hoyle, of Hallam, has leased the eltr. of Thos. Cochrane. Bert Bunnell has bot the eltr. of the Rokeyby Lumber & Grain Co.

The Nebraska Grain Dealers' Assn. will hold its annual meeting Apr. 27, at the Lindell hotel, Lincoln, at which is expected a large attendance of the dealers thruout the state.

The slow but sure advance in the price of corn probably accounts for the light movement of grain as the farmers have sold their soft stuff and are holding the balance for the top of the market, knowing no doubt that as the corn crop this year was light, the price will consequently be higher than usual.

The country shippers who have sent stuff to Omaha are very well pleased with the prices received, and also with Omaha weights, which are exceptionally good at the present time. Only one or two cases have been reported where there was any shortages, and there are many reports of over weights. This speaks well for the Omaha market and will no doubt draw a great deal of business.

The winter wheat in Nebraska has been greatly benefited by the recent rains, which have extended all over the state. Many of the grain men tell us that the wheat is in as good condition as it was at this time last year. These reports contradict the reports of several months ago that one-half of the wheat sown would be an entire failure, the statement having been made on the theory that the berries were entirely dead.

The Omaha market receipts have been rather light for the past ten days, many of the members reporting that it is almost impossible to buy stuff at any point in the state. It is not because Omaha is not getting her share of the stuff, but all other markets seem to be suffering in proportion. The prices paid for stuff, however, on the Omaha Exchange, were very high during that time and advanced very rapidly during one week, and between March 27th and April 1st, corn had gone up 4½¢, and on March 31st the highest price, or 51½¢ for 3 corn was reached.—E. C.

NEW ENGLAND

Charlestown, Mass.—Albert T. Tufts, of Nathan Tufts & Son, died Mar. 19, at his home in Somerville.

Malden, Mass.—The warehouse of J. A. Connors & Co. was damaged by fire Mar. 22. Loss, \$10,000; covered by insurance. During this fire another was discovered in the plant of W. H. Cunningham, which was a total loss. The building was not owned by Mr. Cunningham, but the loss on stock is \$1,000. Evidences of incendiarism were found.

Somerville, Mass.—The Somerville Grain Co. has been incorporated and has purchased a grain warehouse. F. H. Fitts, of the F. H. Fitts Co., Boston, is interested. Eltr. machinery is being installed

and the buildings enlarged. When remodeling is completed the plant will have storage room for flour and feed as well as bulk grain, and more or less corn will be ground. The plant is conveniently situated for the trade of Boston, Cambridge and Somerville on the Fitchburg division of the B. & M. Ry., having the best of facilities for handling and unloading grain.

NEW YORK.

New York.—Three cargoes of corn recently were shipped back from Liverpool to New York.

Morton, N. Y.—John Elliott, who has been conducting a grain and produce business at Morton for the last 20 years, died Mar. 25, aged 60 years.

New York.—John H. Boschen, of J. H. Boschen & Bro., died Mar. 23 of pneumonia, aged 80 years. Mr. Boschen had been connected with the grain and flour business for 50 years and was one of the organizers of the Produce Exchange, in which he retained his seat up to the time of his death.

BUFFALO LETTER.

Leo McDonald, representing the Boston house of Eugene McDonald, grain and feed, has taken an office in the Chamber of Commerce building and become a member of that body.

The owners of the burned Diamond corn mills are not yet willing to say that they will be rebuilt, but admit that the matter has not been laid aside yet, so it may happen before long.

The increased flour milling capacity is taking off the wheat at a rapid rate and the grain men are unable to see how the supply can be made to last till the lakes open, but all the millers report a sufficient stock.

The forwarding of grain by canal this season will be carried on by the same organizations as last season, the Marine Forwarding Co. and the Ryan Elevating and Forwarding Co., the latter having an eltr. of its own.

Jeremiah Nehin, who went from Buffalo to Montreal not long ago to take charge of the new Government eltr. there, has been back lately, accompanied by some Montreal dock officials, looking over the harbor and eltr. situation.

Canal boatmen are still holding their ears to the ground, listening for any echo of a shipper's voice asking for grain rates. They have heard nothing yet. The break in the Mohawk valley caused by the floods is under repair and will be done by May or sooner.

The season eltr. pool bids fair to take a step towards completion before long. Mgr. Douglass, of the New York Central eltrs., and Mgr. Heald of the Mutual Eltr., are back from California and a meeting has been held, at which a committee on apportionment was appointed. One eltr. mgr. remarks that if the lakes should not open till the 4th of July the pool would hang fire till the 5th!

Grain dealers are complaining of the wet corn that still comes in. While the cold weather lasted it was merely wet, but now it is coming in more or less hot, so that the receiver who has to take care of it has to look after some place to dry it. This costs a matter of 10 cents a bu. and it, of course, will not grade after that. All of which is a reminder

that the shipper is risking almost certain loss when he starts out such corn.

The Kellogg eltr. owners appear to have scored a point at last in their suit against the Western Elevating Assn. and the east-bound railroad companies in the suit charging discrimination against them in the shipment of grain from this port some years ago. The full text of the decision of the Appellate Division of the Supreme Court, in which all the justices concur, states, among other things, that "An examination of the whole evidence leads us to the conclusion that it tends to prove that the defendant railroad companies combined and conspired with the defendant assn., a competitor of the Kellogg eltr., to injure the plaintiff's business, and to prevent competition in elevating grain at the port of Buffalo during the season of 1900," and more to the same purpose. What seems odd to the laymen is that such a decision should merely lead to a new trial of the case, instead of being final. It will doubtless take a few years more to reach the final decision.

All conversation that extends outside of routine on 'Change still centers on the movements past, present and prospective, of the leaders in the grain trade, who have taken the step looking to a separate organization and quite possibly a different place for headquarters. It is still said that there is a fair chance of their remaining on the floor that they have trod for 20 years, but that is by no means a certainty, as the voice of the new organization is to go, apparently. The incorporation papers of the body as the Corn Exchange have been sent to Albany. The capital stock is to be \$30,000 and the first board of directors of the organization is composed of Charles Kennedy, Riley E. Pratt, Stephen M. Ratcliffe, T. J. Stofer, S. W. Yantis, E. T. Washburn and L. S. Churchill. As soon as the incorporation papers are back the organization will be completed. It is expected that Mr. Kennedy will be elected pres. The very pronounced opposition to the movement is sure that if the assn. leaves there will be enough left to carry on business just as before, so that the Chamber of Commerce will not be crippled. Whether that is true will have to be left to develop later on. The trade wants to see the thing done that will be best for all concerned.—J. C.

NORTH AND SOUTH DAKOTA

Howard, S. D.—The Farmers' Eltr. Co. incorporated, \$10,000 capital.

Burbank, S. D.—The farmers are talking of organizing an eltr. company.

Kindred, N. D.—The farmers will build an eltr. this spring or summer.

Woonsocket, S. D.—The Akron Grain Co. has closed its house for the present.—I.

Lake Preston, S. D.—The farmers are organizing shipping assns. at Lake Preston and DeSmet.

Burbank, S. D.—The McCaull-Webster Eltr. Co. will overhaul its eltr. and install a gas engine.—W. A. Martin.

Kenmare, N. D.—W. R. McGlenn will begin at once the erection of a mill to replace the one burned Dec. 15.

Brinsmade, N. D.—The Peavey Eltr. Co. will rebuild the eltr. burned Mar. 12 and J. R. McLaren will operate it.

Henry, S. D.—E. Blankenburg, of Ivanhoe, Minn., has bot for \$4,000 the

eltr. of the Henry Eltr. Co. and has taken possession.

Alpena, S. D.—The Truax & Betts Eltr. Co., of Mitchell, has bot the eltr. of and succeeded the Skewis-Moen Co.

Verdon, S. D.—The eltr. of C. R. Dolan burst recently and let out part of its contents of 20,000 bus. of wheat. He will rebuild larger and stronger.

Burbank, S. D.—The Sioux Grain Co., of Jefferson, will close its eltr. at Burbank Apr. 15, on account of the grain business being so poor.—W. A. Martin.

Sisseton, S. D.—The terrific wind storm of Mar. 24 blew down the warehouse attached to the eltr. of J. A. Rickert, completely destroying it.—D. E. Brown.

Clark, S. D.—The Clark County Farmers' Eltr. Co. incorporated, \$20,000 capital. The company has bot the eltr. of Walter M. Bail for \$6,000. R. J. Mann is secy. and treas.

Brookings, S. D.—The C. & N. W. Ry. Co., needing more room at Brookings, will remove the eltr. and coal sheds of the Farmers' Assn. about half a block northeast and lay a new stub track to them. The assn. contemplates enlarging the eltr.

OHIO.

Westville, O.—Geo. Leggate & Co. have succeeded Geo. Leggate.—I.

Avis Sta., Buschong P. O., O.—Raabe Bros., of Ft. Jennings, are building an eltr. at this station.

Gilboa, O.—N. F. Dean is operating the eltr. at Gilboa on his own account instead of managing it for others.

Piqua, O.—Allen & Wheeler are tearing down their old eltr. at Eldean station and will build a larger house.

Circleville, O.—C. E. Groce has leased the eltr. of Lyman A. Bell, at Bell's siding. Possession will be given Apr. 15.

Cardington, O.—H. S. Singer will build a 3-story brick grain eltr. He will also be a year round buyer of hay and straw.

Gilboa, O.—J. D. Gable is building some cheap cribs and buying corn, but has no regular facilities for handling grain.

Osgood, O.—The J. & A. Alexander Co. has bot the eltr. of A. D. Behymer. This gives it control of both eltrs. at Osgood.

Thornville, O., Apr. 8.—Wheat, while short, seems to have stood the winter well; has good color and is making rapid growth.—H. H. Edmund.

Cleveland, O.—The Ohio Cereal Co. incorporated, \$5,000 capital. Incorporators, Barnet Cohen, F. Leavitt, L. F. McAuley and Jennie Leavitt.

Greenfield, O., Mar. 29.—Wheat crop looks sorry, but with warm weather there will be much improvement. I have almost cut wheat out of my business.—C. C. Norton.

Bellevue, O.—The W. H. Gardner Grain Co. incorporated, \$50,000 capital. Incorporators, W. H. Gardner, E. F. Linehard, A. F. Heimbach, Jacob Yingling, and Geo. Bush.

Port William, O., Mar. 31.—Business very quiet. Very little corn to sell; none to ship. Wheat about all sold. New crop very poor. Considerable wheat ground will be sown to oats.—O. W. Linkhart.

Ashland, O.—B. H. Palmer & Son have leased the Clugston eltr. for 1 year, taking possession Apr. 1. Their object was to secure more storage room for grain and more yard room for their other lines of business.

Rockford, O.—A. D. Behymer, who has sold his eltr. at Osgood, will remain out of the grain business for 1 year, when he will get possession of his eltrs. at Rockford and Tamah, which are now under lease to Palmer & Miller.

Osgood, O., Apr. 8.—Wheat in this locality is not over half a stand; a great many fields will be put to oats. Field corn not fit for market; eltrs. refuse to buy it at any price. But little grain moving now.—A. D. Behymer.

Cincinnati, O., Apr. 2.—The scarcity of corn and milling wheat at Cincinnati is becoming acute. Scarcely any good corn arriving. With a decline of about 20 cents per bu. in the Chicago market, wheat has receded here about 4 cents, and this decline has shut off receipts until there is scarcely enough to supply the local mills. The belief here is general that we shall have to get supplies from the west before harvest, or that many mill will have to shut down. Prospects for the growing crop only fair.—Loudon & Co.

Columbus, O.—When the directors of the Columbus Board of Trade made the appointments of the different standing committees Mar. 30, they failed to appoint the grain committee. The only reference made to the grain committee was that "action of appointment was deferred." From this it seems that the Board has accepted the statement made to it by the committee of 1903, when it resigned late last year, with the suggestion that the grain committee seemed to be a useless appendage to the body. This confession of failure by the local authority is an invitation to the advisory committee of the Grain Dealers National Assn. to bring about a reform at Columbus in inspection and weighing.

Columbus, O., Apr. 4.—The township crop correspondents of the Ohio Department of Agriculture, report the condition of winter wheat Apr. 1 as 67 per cent of an average; of winter barley 65 per cent; and of rye 71 per cent. Of the wheat crop of 1903 16 per cent is still in producers' hands. The condition of corn crib is 80 per cent of an average; 15 per cent remained unhusked during the winter. In anticipating the total outcome of wheat production in Ohio for the harvest of 1904, a small reduction in area, compared with last year, must be considered. This reduction is estimated to be about 7 per cent, or 134,848 acres, which at the average product per acre would represent above two million bus. The season was unfavorable to seeding, so that many fields intended for wheat were abandoned for that crop. Wheat seeding was very late, and dry weather continued for quite a period thereafter, so that germination and proper growth was somewhat slow, and, as has been previously stated, the plant did not go into winter with the best of promise, it being tender and not strongly set; however, the winter, on the whole, was quite favorable. While there was much severely cold weather, and no doubt some killing by being frozen, there was no alternate freezing and thawing to upheave the wheat roots, and there was an unusual amount of snow covering during the long and needed periods. The wheat

roots remained in the ground, and while the tops did not show early green and strength, there may be sufficient root vitality to bring out fields that now are brown and seem winter killed. On Mar. 1 from general appearance the wheat condition was estimated at 69 per cent of an average, but it was believed then that under fair weather conditions an improvement would be shown in the next two months. Conditions have not been unfavorable, and the plant has about held its own, so that with growing weather the next month may show considerable improvement. Wheat that has not been absolutely killed ought now to go rapidly forward. Corn in the crib is not up to a full average condition. Some complaint of mold. Considerable poor corn, and failure to properly sort, accounts, in a measure, for the present condition in crib. An unusual amount of corn remained in the field over winter, accounted for in part by the scarcity of farm labor and extreme cold weather that prevented husking. A great deal was left in the field to be hauled out as needed for feeding.—Wells W. Miller, Secy.

TOLEDO LETTER.

Toledo, O.—For several months past there has been a very great scarcity of cars for the movement of grain to and from Toledo. The situation has taken on some improvement since the first of the month, cars being much easier to get.

Toledo, O.—Navigation will open very late from this port according to views of local tug men and vessel owners. Freight is not expected to move, to speak of, until May 1. The big lake freighters at this port are now being fitted up for the season.

Toledo, O.—The Hickox, Mull & Hill Co., extensive dealers in seeds, has outgrown its present Superior street quarters and therefore has leased an additional four-floor store building in the same block and is having it remodeled. With the addition the concern will soon be occupying just twice its former quarters.—D.

THE OHIO GRAIN DEALERS' ASSN.

As a result of our called Board meeting at Columbus on the evening of Mar. 22 the matter of our annual meeting was decided, time (including one day going and one day returning), June 28, 29, 30, and July 1. Place, Hotel Victory, Put-In-Bay, O. The sessions, for strictly business (suggested to be behind closed doors) one on the morning, and one the afternoon of the 29th, and one the morning of the 30th, adjourning at noon. The afternoon of the 30th, for pleasure, and all the evenings 28, 29 and 30th for pleasure, of course.

In due time we will perfect all arrangements and advise the membership and the trade generally as to transportation, entertainment, and program. We mean business when it comes to the sessions and program. Each affiliated Assn. will thru some able member present a short, sharp paper on a live subject, then we will see that it is cussed, and discussed earnestly, or "something will drop." We intend to make workers out of all the "drones." The fellow that won't work shall not eat, neither shall he drink; in other words, every fellow must earn his food and drink while in attendance by the glib of his tongue and the power of the brain behind it and above it in enlightening the others as to how much or

how little he knows of the great problems of the grain business.

As an incentive to inspire interest and also rivalry between our five affiliated assns., we agreed on behalf of the State Assn. to put up a handsome trophy of some appropriate design, not necessarily a "Lipton Cup," to be lifted by the Assn. having in attendance at this meeting, and in like manner hereafter, the greatest percentage of its membership in good standing, the trophy to be held by the successful Assn., for successive competitions at each annual and semi-annual meetings.

The Miami Valley-Western Ohio Association, through Mr. McMorrin, assured us right then and there that the Trophy would be first lifted by that Assn.

Mr. Robinson, on behalf of the North Western Ohio Grain Dealers and Millers Assn. took issue and stated that he would wager dollars to doughnuts that his Assn., would lift the cup first, last and at all times and hold it forever more.

The other Assns. are just as sanguine, but modest in expression of intention. No doubt they will prepare their ammunition with care and there will be a "Warm time" when the forces are drawn up in battle array. Napoleon at Waterloo will fade from history when this scrap is over. The trophy will be selected by Seeds, Tingley, and McCord, and the selection will be one that will be worthy of the cause. Messrs. Seeds and Tingley are connoisseurs in this line and I will see that the Assn. provides them with the necessary funds.

In the matter of the present attempt on the part of New York Produce Exchange and some of the railroads to abolish the export differential freight basis in favor of Baltimore and Philadelphia as against New York, it was discussed and a resolution carried protesting against changing in any manner the present system of rate basing, on export grain. It was the sense of the meeting that the present system of differentials has been the result of over twenty years experience and that Ohio interests have become so well adjusted to the present conditions that any attempt to raise Baltimore and Philadelphia export grain freight rates to the level of New York rate, would work hardship and damage to both, producer and shipper of western grain. We know what we have now, we could not fare better under any change, and might fare far worse, if the present well established basis is disturbed.

A condensed financial report was made by the Secretary-Treasurer showing considerable delinquency in dues which we expect to be fully liquidated by the date of our annual meeting.

It was agreed by those present that hereafter the members of the Governing Board and officers of all Affiliated Assns. should meet about April 1st, and September 1st, of each year.

Informal discussion was had on the relation of the State and its Affiliated Assns. each with the other. Each representative agreed that we must all get in closer touch and harmony in order to secure maximum benefits for the membership and trade at large.

The successful meeting of the Ohio Shippers' Assn. in which all took part during the day was informally discussed and it was the sense of the meeting that in order to get the greatest good and secure the prestige and strength of such a large body of shippers, that we should

support that Assn. under the arrangement provided by it and do all we can to secure the maximum benefits to be derived from the "Gentlemen's Agreement" entered into by the Ohio Shippers' Assn. and all the Railroads of Ohio.

The meeting then adjourned, subject to call.—J. W. McCord, Secy.

OKLAHOMA

Marshall, Okla.—Murphy & Co. have bot the mill of T. J. Kendrick.—J. S. W.

Fairfield, I. T.—Gaines Bros. have sold, for \$1,650, a half interest in their eltr.—I.

Enid, Okla.—The Enid Grain Co. is arranging for the erection of a 250,000-bu. eltr.

Morrison, Okla.—G. A. Abbott has bot the grain business of M. E. Donohue.—J. S. W.

Kingfisher, Okla.—The Kingfisher Mill & Eltr. Co. has increased its capital to \$50,000.

Tonkawa, Okla.—The Cassity & Feunquay Grain Co. has bot the eltr. of R. T. Brooks & Co.

Drummond, Okla., Apr. 2.—Wheat is looking good; a fair prospect for a crop.—Irving Page.

Enid, Okla.—The Enid Grain Co., recently incorporated, will build a 250,000-bu. eltr. at Enid.

Kingfisher, Okla.—The Kingfisher Mill & Eltr. Co. has increased its capital to \$50,000.—J. S. W.

Drummond, Okla.—The Linzee-Goodwin Grain Co., of Hobart, has bot the eltr. of Goltry & Sons.

LOST. One large fine mustache. Finder will please return to J. C. Robb, Kingfisher, O. T., and receive reward.

Drummond, Okla.—The Enid Mill & Eltr. Co. has closed its eltr. at Carrier and the grain buyer is on the road in the interest of the mill.

Enid, Okla.—The directors of the Grain Dealers Assn. of Oklahoma and Indian Territories held a meeting recently. It has been decided to hold the annual meeting of the Assn. at Oklahoma City, Okla., May 18. All regular dealers shud attend. C. F. Prouty, of Kingfisher, Okla., is secy. and treas.

PACIFIC COAST.

Newport, Wash.—F. M. Chipman & Co. have bot the grain and feed business of G. A. Vawter & Bro.

Tacoma, Wash.—The Tacoma Grain Co. contemplates equipping its mill with additional machinery, which will make it one of the largest mills in this part of the country.

Portland, Ore., Apl. 1.—Weather wet and cold; no spring plowing, seeding, or gardening done; fall wheat wintered well and plant is healthy, although very backward; pastures slow in starting.—Government Report.

San Francisco, Cal.—Henry Wadsworth, receiver for Eppinger & Co., has brot suit against Girvin & Eyre and G. W. McNear for \$5,700, claiming that they received the money for the benefit of the Eppingers.

San Francisco, Cal., Apr. 1.—Continued heavy rains in northern California, with melting snow from mountains, caused highest water in many years, flooding thousands of acres of valuable grain and asparagus lands; loss heavy as land cannot be replanted; grain in othe-

places growing rapidly, with prospects for large crop, except southern California, where fair crop will be raised.—Government Report.

Seattle, Wash., Apr. 1.—Cold and unusually stormy month; heavy rainfall in western division; unusual snowfall in eastern division and not all gone at end of month; no farm work done; no spring weather yet; continuous rain has made fall wheat yellow in southwest counties; in eastern counties winter wheat, where visible, appears thrifty, and that under snow is believed to be in good condition.—Government Report.

PENNSYLVANIA.

York, Pa.—H. H. Smyser will build a frame eltr., 50x100 ft. and four stories high. A 200-ft. siding will be run to it from Northern Central Ry. to facilitate the shipment of grain.

Philadelphia, Pa. — The Milbourne Milling Co. has let the contract to the Barnett & Record Co. for the erection of a 185,000-bu. tile-tank eltr. A steel and brick working house is also contemplated.

Philadelphia, Pa.—The following have applied for membership in the Commercial Exchange: Walter Griscom, formerly of Griscom & McFeely; H. W. Doughton, Moorestown, N. J.; Pritchard & McGourkey, New York; Wm. H. Kenwarthy, Wilmington, Del.

PITTSBURG LETTER.

Capt. R. D. Elwood, of the grain firm of R. D. Elwood & Co., who has spent several months in Florida, arrived home last week, and is again in harness.

Philip Geidel, Jr., of the grain firm of Geidel & Dickson, has just returned from an extended trip through Indiana and Michigan. He brot with him some snap shot pictures of Michigan corn in the ear which have attracted considerable attention.

The large plant of the Keystone Commercial Co., South Side, Pittsburg, was somewhat damaged by fire on Good Friday. While the loss of stock, and damage to the building amounted to several thousand dollars, business was in no way interfered with.

The oat market has been a trifle slower for a few days past, and quotations are easier. This is attributed largely to the hope which is dear to the heart of the buyer that prices are going to descend. Consumption of oats always increases with the coming of spring weather, and users will be forced into the market before long, which gives dealers hope that the situation will be firmer in the near future.

A Pittsburg operator who has 8 cars of Michigan potatoes on the way to this market, has lost sight of them owing to the disabled condition of the railroads. Receivers of grain could stand up in meeting and tell similar tales of losses through neglectful handling of shipments. Carrying companies furnish an illustrious example of not keeping up with the progress of the times, for business has rapidly forged ahead of transportation facilities.

Nothing in local trade has been more surprising than the corn situation, the demand for shelled being without a parallel at this season of the year. It is now almost six cents a bushel in advance of ear, which is most unusual. Buyers say that they know what they are getting when buying shelled, but do not know how ear is going to turn out. This strange

state of affairs, together with the unexampled spring demand for hay, is the talk of all dealers.

Hay has had its ups and downs, arrivals continuing liberal, but there is no apparent slackening of demand, and quotations remain firm. Eastern markets are reported to be soliciting consignments from Pittsburg, but dealers here are not inclined to part company with many of the cars they control, the requirements of home buyers being sufficient to take care of most of the desirable stock. The amount of trade in this section of the country is on the increase all the time, and there is not a great surplus to sell.

The corn situation is somewhat unsettled, but since last week there has been a stiffening in demand both for ear and shelled, which has caused a firming up of prices. There has been apprehension on the part of buyers of heated corn ever since the advent of spring weather, and not without just cause, for there has been an unusual quantity of unsatisfactory corn reach the Pittsburg market during the past few months. However, day to day requirements are such that risks have to be taken, and there is a steady request, which amounts to active purchasing where the grain is known to be sound and dry.

The newly enforced idea of the Pittsburg Grain and Flour Exchange in having its members make daily reports of sales to establish a reliable basis of prices is not meeting with enthusiasm, and is in fact opposed by a number of dealers, especially the old time firms. Some of these have refused to make the returns, claiming they do not want comparisons made of prices, as it acts against charging as much profit as they might obtain if left to work alone as in former times. For this reason it is possible the practice may become a dead letter, although no definite action has as yet been taken by the Exchange. Those favoring the report system are much chagrined over the failure of the plan to take hold of all, as it certainly has its benefits, and would allow a much more satisfactory regulation of market quotations.

Wholesalers are turning their eyes toward the near future when it is expected the new Grain Trade Association of Pittsburg will have settled down to business, and be ready to furnish information along credit lines to all its members. The committee on by-laws has about completed its labor. The by-laws are framed, and are now being gone over by the members of the committee with the object of seeing if they can be improved in any way. This work will be completed in several days, and then a meeting of the members of the association will be called for their adoption. This will be immediately followed by a permanent organization, and reports will be rendered at the first of each month which will enable the secretary to give credit information regarding all buyers in Allegheny county. It is hoped the organization will be in full working order by the first of the coming month.

Business since the first of the month has varied somewhat in amount, and prices have been subject to fluctuations which have not, however, been serious enough to greatly disturb the general trend of business. It looked a few days ago as though the market might take a general slump in nearly all branches of the hay and grain trade, owing to increased receipts and a curtailing of demand consequent upon warmer weather. However, discouraging symptoms lasted but a short time, and have now entirely disappeared.

About the only spot where there seems to be actual loss of business is millfeed, which is moving but slowly, both bran and middlings being quiet, with quotations trying hard to work lower. Compared with the highest point prices have gone off almost two dollars a ton within the last two weeks. Receipts are lighter than they were, but the reduced request causes the market to remain easy.—H.

SOUTHWEST.

New Orleans, La.—The B. F. Glover & Son Commission Co. has recently doubled the size of its plant and installed a drier in the eltr.

New Orleans, La.—Grain exports from New Orleans during March amounted to 365,733 bus. of wheat, and 1,324,861 bus. of corn; compared with 761,529 bus. of wheat and 3,560,341 bus. of corn for March, 1903, as reported by W. L. Richeson, chief inspector of the New Orleans Board of Trade, Ltd.

New Orleans, La.—At a special meeting of the directors of the New Orleans Board of Trade, Mar. 30, it was decided to remove the grain futures pit from the floor of the Board of Trade, where it was recently installed, to the floor of the Maritime branch in the Hibernia Bank bldg. The grain futures committee recommended the change, to bring the trading center nearer the offices of the grain exporters and the members of the Cotton Exchange.

TENNESSEE

Nashville, Tenn.—The Southern Cereal Mill Co., a reorganization of the Southern Flaked Food Co., incorporated, \$25,000 capital and will continue the manufacture of breakfast foods. Incorporators, H. W. Buttorff, John D. Anderson, J. H. McPhail, D. H. Rowen and E. D. Peyton.

Memphis, Tenn., Apr. 7.—Wheat in west Tennessee and Kentucky is poor; about half a crop as it now looks. Time is too short for much improvement. Eltr. room is at a premium. Trade is very slow and grain men are paying car service for want of room. The high water has some effect on all our trade.—G. T. Mays.

Nashville, Tenn.—The following have been appointed as the grain committee of the Chamber of Commerce, for the ensuing year: E. S. Andrews, chairman; Chas. Rouzer, John E. Potter, J. H. Wilkes, J. H. Neil and John A. Hitchcock. Pres. Buttorff and Vice-Pres. Lindsey have been appointed as a committee, with authority to act, to confer with the local Grain Dealers Assn. with a view to perfecting closer arrangements.

Nashville, Tenn., Apr. 1.—Fairly mild weather with sufficient moisture during greater part of month favored growth of vegetation and early sown winter grain; spring oats, clover and grass made good progress; wheat is materially improved; heavy rains greatly hindered plowing and other farm work which, however, are now in good progress; damaging winds and rains were followed by cold wave with frost and ice during the last decade.—Government Report.

TEXAS.

Krum, Tex.—The Krum Mill & Eltr. Co. has increased its capital from \$20,000 to \$40,000.

Sherman, Tex.—A company has been

organized to build a mill and eltrs. W. O. Brackett is interested.

Weatherford, Tex.—The grain acreage has not been decreased and the condition is almost perfect—H. B. Dorsey.

Iowa Park, Tex.—The eltr. and warehouse of J. A. Cox & Co. burned Mar. 19, with a stock of seeds and 12,000 bu. of grain. Loss, \$5,000.

Cresson, Tex.—A grain eltr. and 50-barrel flour mill is being built at Cresson, which will be ready for the next crop. R. Ruland and others are interested.

Galveston, Tex.—The Wisrodt Grain Co. is operating the 40,000-bu. eltr. of Hanna & Leonard. It is equipped with Clipper Cleaners and Mixers and has also a chop mill.

Austin, Tex.—Chas. T. Gregory is the style under which the Gregorys of Hillsboro is now working. If you lost nothing on the Hillsboro concern, feel sad for those who did and be wise.

Galveston, Tex.—Grain exports from Sept. 1 to Apr. 1, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade, amounted to 10,622,651 bus. of wheat and 3,011,518 bus. of corn; compared with 8,609,936 bus. of wheat and 4,058,271 bus. of corn for the corresponding period of the preceding crop year.

Beaumont, Tex.—At the meeting of the rice mill operators, held Apr. 4, the planned organization of the \$1,500,000 combine fell thru because the mill men objected to John W. Gates holding a controlling interest. The proposition was to form a corporation to buy mills and sell the product thruout the south. Another meeting has been called for Apr. 20.

Ft. Worth, Tex.—The many members of the Texas Grain Dealers Asso. will regret to learn that G. J. Gibbs of Kell & Gibbs, Clifton, has withdrawn from the grain trade, resigned his position as Pres. of the state asso., and as director of the Grain Dealers Nat'l Asso. Mr. Gibbs has long been an active worker in asso. circles and an ardent supporter of the organization, having served faithfully on various committees.

Galveston, Tex., Apr. 1.—Good to heavy rainfall over northern portion during last decade, but other sections received only light showers; in northwestern portion and south and west of Colorado river rainfall has been too light to be of service; early corn planting has been completed and good stands generally secured; half of cotton crop planted in southern portion and early planted coming up nicely; wheat, barley, rye, and oats are doing well in eastern portion, but are in very poor condition in western portion.—Government Report.

TEXAS LETTER.

Stamford, Tex.—Smith & Harper have opened a grain house at Stamford.

Mosheim, Tex.—H. B. Sears, of Valley Mills, will open a branch house at Mosheim.

Letters received from the rice fields indicate a good crop of this grain and the early prospects as very good.

A report from Collin county states that just prior to the rains the chinch bug was working in the grain, but that since the rains commenced there had been hopes that this pest would be killed out.

Buran House, mgr. of the Oklahoma Mill & Eltr. Co., was in Ft. Worth last week with R. M. Kelso, the Ft. Worth mgr. of that company, looking over the ground with a view of erecting a 100,000-

bu. eltr. Mr. House is authority for the statement that his company would erect an eltr. at Ft. Worth but no further information was given out. C. W. Violett, of Violett & Ferguson, Oklahoma City, Okla., and A. Flitner, of Grand & Flitner, Noble, Okla., were also in Ft. Worth with a view of selecting a site for an eltr. These gentlemen, it is stated, will erect a 75,000-bu. eltr. It is stated that work on these two eltrs. will be commenced at an early date.

The scare over the green bug has passed and the chances are that this state will have a very fair yield of grain considering the area. Just prior to a very heavy rain some 2 weeks ago this pest was working great damage in various portions of the state, but grain men and millers unite in the statement that the green bugs have disappeared about as quickly as they appeared and it is thought probably the heavy rains killed them out; at least they are gone. In the panhandle and west Texas there has been some suffering on account of the drouth, but in the past few days they have had rains in those sections, whether the rain came early enough to save the wheat is not known as yet. Corn is up and is making a good stand as a rule over the whole state and the prospects are that there will be a good crop of this grain. In small grain there will not be more than enough for local consumption at the most.—J. S. W.

WISCONSIN.

Stockholm, Wis.—The R. E. Jones Co. has closed its eltr. for the season.—T.

Humbird, Wis.—It is reported that the N. C. Foster Lumber Co., of Fairchild, will build a grain eltr. at Humbird.—H. C. Maxon.

Lone Rock, Wis.—The Lone Rock Mercantile & Purchasing Co. is again buying grain, there being no regular dealer at Lone Rock.—T.

Manitowoc, Wis.—The Northern Grain Co. will remove its headquarters from Chicago to Manitowoc, where it has had an office for over a year.

Milwaukee, Wis.—The Chamber of Commerce proposes to try having samples taken by an official sampler, instead of relying on the receivers' samplers.

Oconto Falls, Wis.—Geo. Cota has bot the eltr. of O. D. Halsted for \$3,500 and has taken possession. In addition to grain, flour and feed he will carry a stock of coal, lime, cement, etc.

Jefferson Junction, Wis.—C. A. Bossard, mgr. of the eltr. and malting plant of the Lytle-Stoppenbach Co., of Milwaukee, died Mar. 27, of hemorrhage, aged about 38 years. He had been ill for 3 weeks.

Madison, Wis.—The Van Dusen-Harrington Co., of Minneapolis, incorporated, \$200,000 capital, to do a grain commission business. Incorporators, Fred C. Van Dusen, Chas. M. Harrington and Geo. H. Daggett.

Milwaukee, Wis.—Bernhard Stern & Sons have let the contract to the Barnett & Record Co. for the erection of a 200,000-bu. fire-proof steel and tile construction eltr., to be known as Eltr. "B" of the Atlas mills. It will increase the total capacity to 500,000 bus. It will cost about \$50,000 and work will be commenced after May 1.

Madison, Wis., Apr. 1.—The first monthly report shows the wheat acreage to be reduced 14% from last year, which was also much diminished, and the winter rye falls off 9%. The winter was not hard on grain and grasses, altho severely



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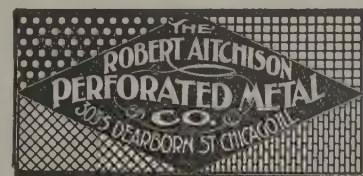
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For improving the condition and selling value of oats and feed barley should be as common as cleaning corn, and is certainly much more profitable. Many others do it, and you are throwing money away when you fail to do it.

We have been granted the only Process Patent ever issued by the United States Government for doing this work, and we can do finer work than was ever done in this branch of grain handling.

If you are interested, write us and we will send you descriptive circulars and samples of grain showing the results of purifying.

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EARL PARK, IND.

cold, as they were fairly protected by snow, and are now in very satisfactory condition. The May report will be on the acreage of spring planted crops.—John M. True, secy. Wisconsin State Board of Agriculture.

Albany, Wis.—Experiments at mills at St. Paul Park, Minn., and Albany have demonstrated that the flax fiber of western growth, which has up to this time been considered worthless, is valuable for linen manufacture. Ralph W. Jackman, of Madison, one of the stockholders, says: "Flax is raised now for the seed alone, and the remainder of the plant is worthless. The operation of the linen mills will make the straw worth money, for we will use all we can get in our mills."

Superior, Wis.—Walter Weise and John Gemert were arrested recently charged with stealing grain from cars and selling it. They charged W. N. Barber with receiving the stolen grain, and one of the boys testified that he has actually seen them stealing it. When put on the stand he denied this and declared that he supposed that the boys were bringing him sweepings. He was found not guilty. When Gemert's case was brought to trial he pleaded guilty and was fined \$16.25 and agreed to pay the Omaha road \$15, the amount of its loss.

Milwaukee, Wis.—Court Commissioner F. Scheiber has filed a finding and report in the Circuit court in the suit brought by Peter Weyer & Co., a grain shipper of Lomira, Wis., against Karger Brothers, commission brokers on the Milwaukee chamber of commerce, in which he declares that the brokers made untrue reports of sales to their customer, and says the latter is entitled to judgment for \$534.64, due on his account because of these reports. Peter Weyer & Co. begun suit Sep. 5, 1903, to recover \$1,169.80 alleged to be due. Between Sept. 6, 1899, and June 16, 1902, the commissioner finds that the net proceeds of the business done by Karger Bros. for P. Weyer & Co. amounted to \$139,016.84. Karger Bros. were to receive \$5 per car as commission for grain handled for Peter and Matthias Weyer. On fifteen cars Karger Bros. are found to have knowingly reported a total shortage of \$89.77. The complaint alleges that on wheat, flax, rye and clover seed delivered between December, 1899, and April, 1900, there was a shortage of \$422.96. On barley alleged to have been handled by Karger Bros. for P. Weyer & Co. between September 6, 1899, and June 1, 1902, a total of \$728.84 was claimed due. It was asserted in the proceedings that the action could not be maintained because on June 16, 1902, Peter Weyer had accepted from Karger Bros. a check for \$3,500 in settlement in full of the account between the two firms. Because of the falsity of the accounts by the defendants and the lack of knowledge by Peter Weyer of the exact facts, Court Commissioner Scheiber holds that there was no accord and satisfaction in law, there being no additional consideration for the check. He declared that Peter Weyer is entitled to judgment against Karger Bros. for \$534.64 and costs. The chamber of commerce shud expel Karger Bros. To tolerate them longer is to wink at known dishonesty.

MILWAUKEE LETTER.

Fred Pabst, Guy C. Mannering, G. L. Block and M. Anderson have been elected to membership in the Chamber of Commerce.

At a meeting of the board of directors L. J. Petit was chosen as a trustee of the

gratuity fund to fill the unexpired term of the late Wm. P. McLaren.

The recent meeting of the Millers' Assn. endorsed the recommendations of the supervisors of inspection and weighing advocating changes in the grain inspection system of the Chamber of Commerce, among the latter being the creation of an official sampling bureau.

The character and antecedents of each applicant for membership are subjected to a close scrutiny by the committee which passes upon the matter, and the sessions of the latter frequently take most of the afternoon. Thus far the personnel of the Chamber has been of high order, and it will be maintained on the same plane.

Arrangements are being perfected to transfer to the M. & S. Ry. a right of way through Mitchell Park, and the terminals will be located on the south side of the Menominee valley near the new 6th St. viaduct, thus bringing them practically into the center of the business district. The manner in which the campaign of the road is being conducted shows that it has experienced traffic officials directing it.

Charges of unprofessional conduct filed against one of the leading members of the Chamber of Commerce by a Minneapolis commission house have been under investigation by the board of directors, and the matter has been gone into with great thoroughness. If the charge is sustained there will be no whitewashing of the local member, for the present administration takes great pride in the strictness with which the rules of the exchange are being enforced.

The C. M. & St. P. Ry. has raised the embargo on eastbound freight via the Pere Marquette carferries and all restrictions on across-lake traffic are now at an end, although floods in eastern territory have caused some expensive delays. The Chicago-Milwaukee lines, Pere Marquette and Grand Trunk ferries and the steamers controlled by the salt trust are making schedule trips, as usual, and it will not be long now before cargoes begin moving down the chain of lakes.

Considerable interest is manifested here in the announcement that the new United States Telegraph & Telephone Co. will take over as its nucleus the lines of the Chicago & Milwaukee Telegraph Co. and those of other small companies in the west and southwest. The C. & M. line was built primarily for the use of grain and provision dealers in the 2 markets, and Alex. Young, who was its first pres., still holds that position. John Plankinton and Alex. Mitchell also had stock in the company.

The cash grain market has no feature worthy of special comment. Receipts continue light and choice samples of all kinds are in excellent demand, arrivals being insufficient to meet the daily requirements of the trade. Medium qualities are also in more active request, but low-grades drag, as usual. Flax, clover and millet seed sell to good advantage, with timothy easy at current quotations. There is considerable trading in small bag lots, which can be shipped to Milwaukee in the same cars as grain at carload rates—an advantage not accorded to many markets.

The annual election of officers of the Chamber passed off quietly. Pres. S. G. Courteen, 1st V. P. B. G. Ellsworth, 2nd V. P. Geo. H. D. Johnson, Sec'y & Treas. W. J. Langson, Grain Inspector F. D. Hinkley and Chief Weigher F. F. Clapp were all re-elected. C. Fagg, David G. Owen and G. C. Holstein were chosen directors for 3 years. The Board of Arbitration will consist of F. W. Teegarden, F.

Frost, John Buerger, A. K. Taylor and L. Deetjen; while C. W. L. Kassuba, Jas. McAlpin, Oscar Mohr, F. H. Magdeburg and G. A. Adlam will serve on the Board of Appeals.

The general freight agt. of the Pere Marquette R. R. visited Milwaukee recently in an endeavor to bring about an adjustment of the Van Auken-Smith Coal Co.'s case, to which extended reference has been made in these columns; but he was a day too late, as the final revised copy of the complaint, alleging discrimination in terminal charges, had just been signed and mailed to the Interstate Commerce Commission. It is expected that the case will be taken up at the same time that arrangements are made for the further hearing of the Cannon Falls grain rate case. Both are being watched with much interest by local dealers on account of the principles involved.—T.

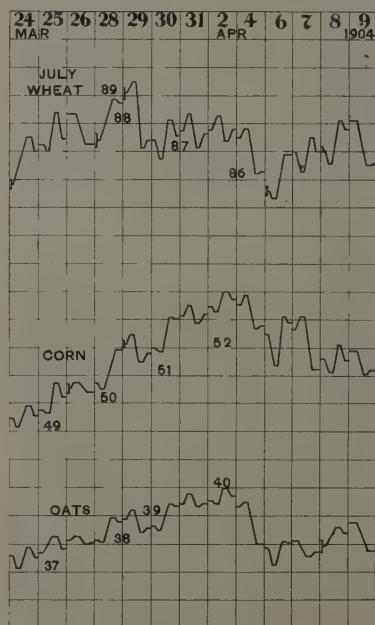
Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Apr. 11 have been 120,394,000 bus., compared with 226,832,000 bus. for the corresponding period of the preceding year.

Corn receipts at primary markets for the present crop year prior to Apr. 11 have been 131,574,000 bus., against 114,208,000 bus. for the corresponding period a year ago.

Chicago Prices

The opening, high, low and closing quotations on July wheat for the new contract delivery, and on July corn and oats, at Chicago, for the two weeks prior to Apr. 11, are given on the chart herewith.



The Commonwealth Oil Co., of Chantane, Kan., in which a number of grain dealers are interested, now has 16 wells, all producing. The Commonwealth owns leases on 455 acres of the richest oil lands, and has material on the ground to sink six more wells.

Increase of Pressure in Grain Bins While Being Emptied.

The collapse of bins while grain is being drawn out has occurred often enough to warrant the commonly accepted belief that the pressure of grain increases when grain is drawn out. While the drawing out of the grain usually suggests itself to those present as the cause of collapse, the true reason for the failure is the location of the discharge opening. Readers of the Journal will recall various instances where bins that collapsed were hopped to one side. The most conspicuous example of failure on account of the gate opening being placed close to the wall at one side is an elevator at Fort William comprising sixteen tanks, 30 ft. diameter, most of them having plates buckled and rivets broken.

To determine exactly what changes of pressure occur during the emptying of a grain bin tests have been made by J. A. Jamieson, C. E., on full-sized and model bins. The data obtained have been published in a paper by Mr. Jamieson, read before the Canadian Society of Civil Engineers, from which the facts given herewith have been taken.

In a wheat bin with cribbed spruce walls, 13 ft. 5 1/4 in. in the clear, and filled to a depth of 65 ft., the deflection when first loaded was 3/8 in., which, when grain was being drawn from center, increased only to a maximum of slightly under 1/4 in., and this only when the gate was suddenly closed, demonstrating that the increase of pressure due to drawing out the contents is so slight as to be negligible.

If the grain is drawn from the center of the bin, the increase in pressure due to the grain in motion, will not exceed 10 per cent, and the increase will be considerably less than this when the ratio of the area of the gate opening to the area of the bin is as 1 to 150.

To ascertain the complete movement of the grain when it was being drawn out and to find the relative speed of the downward movement of the grain at different points of the bin, Mr. Jamieson provided a bin with a glass side and different colored grains, placed at equal distances apart vertically. It was found that a column of grain directly over the opening in the center of the bin moved with the highest speed, the vertical movement decreasing toward the sides, the whole column of the grain in the bin, however, moving downward. A small triangular section of grain at the bottom, lying in the angle of the hopper, did not move out until the last. Thus a part of the grain first put into the bin was the last to move out.

Tie bars have a very decided effect to retard the movement of the grain, and when the grain is moving down a very heavy strain is thrown into the tie bars and thru the tie bars into the walls, whereby the vertical grain load carried by the walls will be considerably increased. Tie bars should be avoided if at all possible, and if used at all should not run across the center of the bin.

Tests made with model bins gave the following results: The pressure on the bottom of the bin decreased when the gate was opened at one side of the bin near the bottom. This decrease of pressure was maintained until the bin was about half emptied, then it became approximately the same as when the bin was being filled.

When the grain was being drawn from the opening at the side of the bin, considerable difference was found in lateral pressure on the different sides. On the side directly opposite to the opening the pressure increased largely, and on the same side as the opening the pressure decreased to less than half. Directly over and a short distance above the opening the lateral pressure was practically nothing.

In a square bin the increase pressure is thrown on the far wall when the grain is drawn thru an opening at one side. In a cylindrical bin the effect is very injurious, unless the walls are of very rigid construction. In a steel tank the walls of which are very thin and have practically no rigidity, this uneven pressure tends to throw the tank considerably out of round, while the decreased pressure against the side over the opening makes this part of the tank shell very unstable as a column, to carry the vertical load, with the result that steel tanks often buckle inward at varying distances above the opening.

In all bins, and especially those of cylindrical shape, to avoid these excessive strains, the grain should always be drawn from an opening in the center of the bin.

Books Received

ELEVATING, CONVEYING AND POWER TRANSMISSION machinery, as well as specialties for grain elevators and flour mills are fully described and illustrated in General Catalog No. 18, just received. The catalog contains 440 pages, is well printed on book paper and bound in cloth. It is a work of interest and value to every grain-elevator operator. Readers of the Grain Dealers Journal can obtain a copy by addressing the Weller Mfg. Co., Chicago.

REPORT OF KANSAS BOARD OF AGRICULTURE. The report of the Kansas State Board of Agriculture for the quarter ending March, 1904, is a pamphlet of 216 pages giving counsel relative to the breeding of field crops; improvement in oats, with suggestions as to varieties most suitable to Kansas conditions; experience in beet growing; statistics for 1903, and information on kindred subjects, together with other addresses, papers and discussions at the Board's 33d annual meeting, by F. D. Coburn, secy., Topeka, Kan.

FEEDING VALUE OF SOFT CORN is the title of Bulletin No. 75, just issued by the Iowa Experiment Station, and contains a summary of the practical tests made in feeding soft corn during the past few years. The tests demonstrate that soft corn is almost as valuable as mature corn in fattening cattle. In view of the vast quantity of soft corn in the crops of 1902 and 1903 it is important to know its market value compared with the market price of mature corn. Readers of the Journal desiring a copy of this bulletin may secure it by writing to C. F. Curtiss, director of the Iowa Experiment Station, Ames, Ia.


The annual surplus from the crops of the U. S. is beginning to diminish, the population is increasing rapidly, beyond indeed any precedent in the world's history, and it is likely, before many years have passed, that the U. S. will have taken second or third place as an exporter of foodstuffs.—Corn Trade News.

A SHELLER

Which removes all the corn, without breaking the corn and the cob to pieces, and without serious injury to itself, is a profitable investment. Such is the **CHAMPION SHELLER**

—MADE BY—

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LOOK. One thousand grain men were made happy (ask anyone of them) last year by using our New Era Passenger Lifts in their grain warehouses. Let us please you this coming season by placing one of them in your new grain elevator. The New Era Elevators are well and substantially built. Will last a lifetime; will more than pay for themselves in one season. They cost scarcely more than a stairway. They save time, work, worry and money. Let us know your wants.

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Standard Scale & Foundry Co.



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Fine meal for family use. An all around feed maker for every need is the

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Thousands in use. Try it before you buy it. Get the MONARCH catalog now.

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P. O. 260, Muncy, Pa.

Supply Trade

Advertise for business, not charity.

Advertising is the nails and spikes that hold your business structure together.—White's Sayings.

The Jeffrey Mfg. Co., of Columbus, O., has issued Bulletins No. 6 and 7 on Electric Mine Haulage.

Don't forget that whatever you may do with your space, some of your competitors will be trying to make the most of theirs.

H. Stanley, the old and well-known mill machinery man of St. Louis, Mo., recently had his right arm crushed under the wheels of a heavy wagon.

The Couch Mfg. Co. has been incorporated at Houston, Tex., to manufacture rice handling machinery. The capital stock is \$25,000, and the incorporators are A. B. Couch, C. B. Smith, and others, of Houston.

The Ben Steele Weigher Mfg. Co. has been incorporated at Peoria, Ill. The capital stock is \$60,000; and the incorporators are Ben J. Steele, J. W. Ashworth and Edwin Leisner. It is said the company will manufacture grain handling machinery.

The York Foundry & Engine Works, York, Neb., have opened a warehouse at Omaha, where they will carry a complete stock of Howe Gasoline Engines, Howe Wagon Dump, Hopper, and Portable Scales, together with other elevator machinery and supplies. The increased demand for the goods, represented in this territory by them, have made it necessary to carry a stock at this place enabling them to serve the grain trade more advantageously and to make immediate delivery of its requirements.

The patent law amendments enacted at the last session of the Canadian Parliament make several important provisions, one of which is that a patentee must commence manufacture within 2 years from the date of his patent, except in certain cases where the commissioner has authority to grant the license. Patentees who have delayed the manufacture of their inventions are making application to come under this class to have their patents validated, and the patent office is working overtime to pass on the applications. A large number of patents will become void.

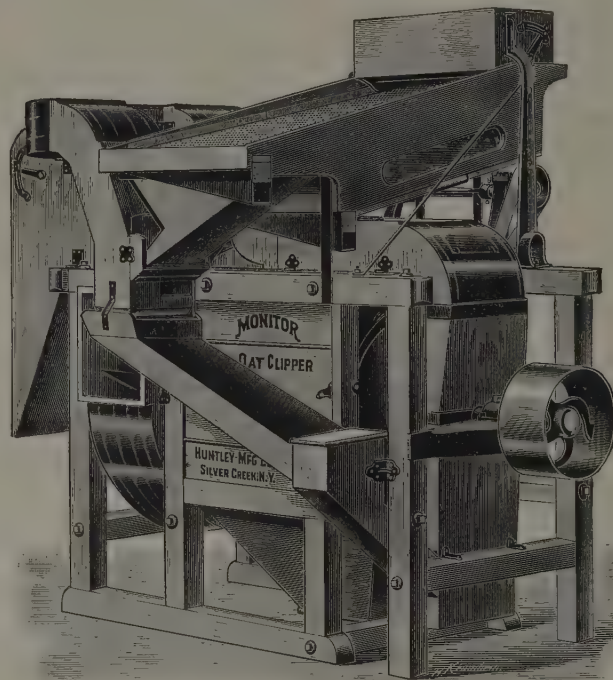
The W. S. Cleveland Elevator Build-Co., of Minneapolis, Minn., suspended active operations in January, 1903. W. S. Cleveland, pres. of the company, has been building during the season of 1903, and has recently formed a partnership with B. H. Stahr, an engineer and designer of grain elevators, under the name W. S. Cleveland & Co., and the new firm will make a specialty of fireproof work. While prepared to build of any fireproof material the firm will make a specialty of the brick storage tanks; and its first contract of this season is for 12 brick tanks for the American Malting Co., of Milwaukee, Wis.

The Milwaukee Bag Co., upon whom grain men have depended for their supplies for a number of years past, has found it necessary to enlarge its facilities by the purchase of a four-story brick fac-

tory building at the corner of Lake and South Water Sts., Milwaukee, Wis. The trade of this city in all side lines connected with the grain business, shows a most gratifying increase from year to year; but it could be developed much more if a stronger bid were made for orders from interior points, through advertisements inserted in the "Journal."

Oat Clipping.

It is quite likely that many grain dealers do not appreciate the fact that oat clipping is a very profitable process, and that machines for this purpose are a necessity in every elevator or warehouse where oats are handled, if the largest profits are to be secured.



The Monitor Oat Clipper.

As it is, the bulk of the business of such concerns has come to them through the patronage and recommendations of members of the Chamber of Commerce, whose slogan is "protection of home industries" from Schlitz's product town.—I.

The Allis-Chalmers Co., of Chicago, Ill., has issued a second edition of its handsome catalog No. 54, in which 14 pages are devoted to an explanation of the principles on which depend the design of a good steam boiler. After a perusal of this book the buyer who has no practical knowledge of steam engineering will be able to select a boiler of correct design. Part of the book is devoted to an illustrated description of the Sederholm Boiler for plants of 160 h. p. and up, and part to tables giving the properties of saturated steam, factors of equivalent evaporation, steam and coal required to pump water, weight of water per cubic foot, temperature of fire as indicated by color, contents in cubic ft. and gallons of cylinders of different diameters, mean effective pressures in expansion engines, measures of work, power and duty, and barometric readings for corresponding altitudes. Copies of this useful work of reference will be sent to subscribers of the Grain Dealers Journal on application.

Exports of glucose for the 7 months prior to Feb. 1 amounted to 93,888,587 pounds, compared with 65,364,760 pounds for the same months of last season, as reported by O. P. Austin, chief of the bureau of statistics.

In their Monitor Dustless Oat Clipper, the Huntley Manufacturing Company of Silver Creek, N. Y., have a machine which is said to have proved of distinct merit wherever it has been used. This machine is strong and substantial and turns out a quality of work that cannot be surpassed.

In operation, it takes the oats from an automatic feed to a vibrating screen which takes out all sticks and coarse matter and delivers the oats to a wind trunk in which each oat is separately weighed in a controllable air current that takes out all dust, light particles etc. From this wind trunk the oats pass into the clipping case, through which a strong air current flows continuously removing the clipping dust. When passing to be discharged, the oats are subjected to another powerful air current which delivers them in the finest and most salable condition.

As this machine is made in nine different sizes, it is adapted to meet any requirements.

Great Britain, it is rumored, will reimpose the duty on cereals.

Ears of corn in which each grain is incased in a tiny shuck of perfect formation will be one of the exhibits at the St. Louis Exposition from Grant Co., Ky.

Fire statistics compiled by the federal government are desired by the Illinois Manufacturers Assn., and others, who have asked Pres. Roosevelt to direct an appropriate department of the government to undertake the work.

Effect of Speculative Trading on Credit.

By Col. S. Rice.

A phase of speculation in grain for future delivery which perhaps does not occur to the average dealer is the effect which it has upon credit; yet there cannot be found in all the range of the business any one thing that does more to cast a blight upon the prospects of a dealer than a disposition to take fliers on the market. No matter how careful you may be to conceal such operations, the receiving houses with which you do a cash business are sure to learn of your dealing in options, and the effect is likely to be felt when you are in need of funds with which to tide over a run of heavy receipts and scarcity of cars. Few dealers are so fortunately situated that they do not need financial assistance at certain times of the year, and the lack of it during crucial periods has more than once compelled buyers of unquestioned standing to withdraw from the market, for not infrequently the demand for funds is so heavy from all parts of the country that it cannot be met even by the banks and the largest receiving houses, which are quasi-banking institutions.

Where a dealer places both his cash and option business with one house, and the latter is convinced that he has no outside trades, he may get along all right for a good many years; for his brokers feel that they have the matter well in hand and can exercise a check upon his speculative propensities whenever it becomes necessary to do so. The writer has in mind just such a case, where the same shippers and commission merchants have done business of both kinds together for at least a score of years. But this is an exception. As a rule the option trader comes to grief sooner or later, often losing the legitimate gains of years of close buying on his own local market (for, strange to say, the most reckless "plunger" on the Board of Trade is, in an astonishing number of instances, a shrewd and careful buyer at home).

It will be apparent to the most superficial observer why a dealer's credit is impaired by speculative trading. Commission houses are compelled by the exigencies of trade to make temporary loans aggregating large amounts without any security other than the confidence which they have in shippers, most advances being in open account rather than on notes and mortgages. This being so, those who are putting out the funds must know something of the character of their correspondents; and country dealers may be assured that proper precautions are not neglected. Some commission houses have a record running back for many years which gives a surprisingly complete history of the business career of nearly every grain dealer operating in their territory during all that period. It makes no difference whether he has ever shipped to them or not; they have been prepared for emergencies, and the records are kept in such shape that they can be completed very quickly when necessary.

Drunken or disorderly conduct, alleged insurance frauds, dishonest practices or trickery of any kind quickly close all avenues to credit, and next to these comes speculative trading. Indeed, it is classified with the first-named disabilities by nearly all commercial agencies, which will not give out written reports that include it. Correspondents are requested to call

at the office in order to obtain a confidential verbal statement.

Trades made for purposes of "hedging" or protecting dealers against loss on cash grain by an adverse turn to the market are, of course, recognized not only as legitimate but as showing proper foresight, and when orders are given for the purchase or sale of options with that object in view, it is well to mention the fact, so as to leave no room for misunderstanding.

A good reputation is not to be trifled with, and the man who stands in need of credit at any time must be particularly careful not to indulge in any practices which may be called into question. Grain dealers, above all, should abjure speculation on the Board of Trade as they would the Evil One himself.

To strain gasoline use a good quality of chamois skin, which will separate water, it is said, besides dirt.

About \$1,800,000 of the grain duty has been repaid to importers by the British government, because unsold when the duty came off.

To produce the grain necessary for the army the Japanese are said to have demanded the use of all the imperial farmsteads in Korea.

The Russian ambassador at Washington on Mar. 20 categorically denied the report current that Russia was forbidding the export of grain.

Exports of broom corn for the 7 months prior to Feb. 1 were valued at \$152,893; compared with \$136,139 for the corresponding months of last season.

To make it easier for farmers to deliver grain the Chicago & Northwestern Railroad has contributed \$1,600 to build a good road in Lee County, Ill.

Imports of beans and peas during the 7 months prior to Feb. 1 were 632,958 bus., compared with 774,993 bus. during the corresponding months of last season.

Bohemia's wheat crop for 1903 shows a reduction in area of 9,120 acres, but an increase in yield of 639,000 bus. Rye, barley and oats crops show an increase compared with a 10-years average.

Automatic warehousing of grain and flour in sacks has been solved by Henry Simon of Manchester, Eng. The storehouse is fitted with inclined tubes of thin wood or steel just wide enough to receive a column of sacks which flow out at the bottom as fast as removed.

Joseph R. Burton, senior United States senator from Kansas, was found guilty in the United States court at St. Louis, Mar. 28, of having accepted compensation to protect the interests of a get-rich-quick concern, the Rialto Grain & Securities Co., before the post office department.

Sully, the Cotton King, went broke. He had luck in cotton for awhile and tried grain and provisions. He did not accept handsome profits on the war bulge, as Valentine did, but tried to stem the tide after the war fever had subsided. He kept looking backward at the war prices, instead of putting on his glasses and thinking of what prices were before the war bulge started. Grain, however, was only a side issue with him. Cotton was his hobby and proved his wrecker. It is the same old story. Plunger's fate is generally bankruptcy. Like champagne, they sparkle for awhile, but soon fizzle out.—C. A. King & Co.

The F. R. Morris Continuous GRAIN CONDITIONER AND COOLER

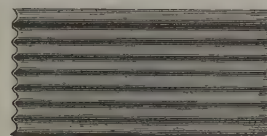
The greatest invention yet devised for keeping grain stored in elevators in condition. Saves its cost every month in the year. Once passing thru the machine equals a week's constant elevation. Can be installed in an elevator at a cost not much exceeding an ordinary cleaning machine. Parties having them in use say they are indispensable.

For information address

F. R. MORRIS,

51 CHAMBER OF COMMERCE, MILWAUKEE, WIS.
Also Manufacturers the best Drier in the World.

We Are Large Manufacturers of Steel Roofing, Corrugated Iron, Etc.



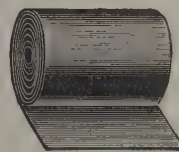
We furnish this material in large quantities for grain elevators all over the country. We also take contracts for doing this work complete.

SYKES STEEL ROOFING CO., Chicago, Ill.



BELTING

FOR CONVEYORS AND ELEVATORS ALSO Fire Hose, Packing, etc.



We furnished the belting for the Pioneer Steel Elevator. Let us figure with you.

GUTTA PERCHA & RUBBER MFG. CO.,
96-98 LAKE ST., CHICAGO.

BROWN & MILLER, Managers.

The Little Paper DRUMMER

TRAVELING FOR

Alfred Hall The Office Supply Man

OFFERS THIS MONTH

25 Sheets Best Type-writer Carbon, \$1.00;
1 Ditmar's Typewriter Ribbon, 75c; for

ONE DOLLAR

All charges prepaid.

In ordering please mention make of machine used. Your money back if goods are not satisfactory.



ALFRED HALL The Office Supply Man 177 LaSalle St. CHICAGO

Supreme Court Decisions

Freeing itself by contract from its usual common-law duties does not change the true character of a carrier's employment, and it is a public carrier still.—*Lake Erie & W. R. Co. v. Holland*. Supreme Court of Indiana. 69 N. E. 138.

The obligation of a common carrier is fixed by law, and is as much a part of the contract of shipment as though written therein.—*Evansville & T. H. R. Co. v. Kevekordes*. Appellate Court of Indiana. 69 N. E. 1022.

Before the decision of an arbitrator can be held final and conclusive, it must appear that the power to pass upon the subject-matter is clearly given to him.—*Jacob v. Weisser*. Supreme Court of Pennsylvania. 56 Atl. 1065.

A common carrier's lien for transportation charges is not affected by the fact that the previous carrier has been in default by reason of damage to the goods.—*Thomas v. Frankfort & C. Ry. Co.* Court of Appeals of Kentucky. 76 S. W. 1093.

As between the grantor and grantee of land, crops standing on the land, whether ripe or unripe, pass to the grantee, unless reserved in the deed or by other writing simultaneously executed.—*Firebaugh v. Divan*. Supreme Court of Illinois. 69 N. E. 924.

The landlord's special lien for rent upon the crops raised on the rented premises is superior to an exemption set apart in such crops under the provisions of Civ. Code 1895, Sec. 2866 et seq.—*Shirling v. Kenon*. Supreme Court of Georgia. 46 S. E. 630.

Where a contract of shipment was in writing, the shipper could not sue on the special contract and recover on an implied contract, or count upon a parol agreement and recover on the bill of lading.—*Evansville & T. H. R. Co. v. Kevekordes*. Appellate Court of Indiana. 69 N. E. 1022.

A bill of lading continuing the agreement of a carrier to transport at a specified price, and of the shipper to pay the price, is to be construed as containing the complete agreement of the parties.—*Evansville & T. H. R. Co. v. Kevekordes*. Appellate Court of Indiana. 69 N. E. 1022.

Since a connecting carrier does not see the bill of lading until it is surrendered on the arrival of the goods at their destination, the waybill is a complete defense to it for delivery at a wrong destination.—*Hayman v. Canadian Pac. Ry. Co.* Supreme Court of New York. 86 N. Y. Supp. 728.

In a suit against a steamship to recover for damage to cargo during a voyage from London to New York, caused by the escape of steam through partially open valves, the finding of the trial court that the evidence on behalf of the complainant was insufficient to show that the valves were closed when the steamer sailed, affirmed.—*The Manitou*. Court of Appeals, Second circuit. 127 Fed. 554.

The decision of the district court of Nuckolls County in favor of Bossemeyer Bros., grain dealers, against a farmer, has

been reversed by the Supreme Court of Nebraska. The farmer failed to deliver on a contract 2,500 bus. of corn. When the farmer came with a single load Bossemeyer Bros. told him it was too late, and for this reason the Supreme Court held it was not necessary for the farmer to tender the entire 2,500 bus.—98 N. W. 699.

Where the lessee of real estate for cash rent gives a mortgage upon crops to be planted and grown on the leased premises as security for the contracted rental value, which mortgage is duly executed and filed of record, a sub-lessee is bound by the terms and conditions of such mortgage, and the crops grown by such subtenant, as well as the tenant, are liable for the rent of said premises.—*Eckles v. Ray & Lawyer*. Supreme Court of Oklahoma. 75 Pac. 286.

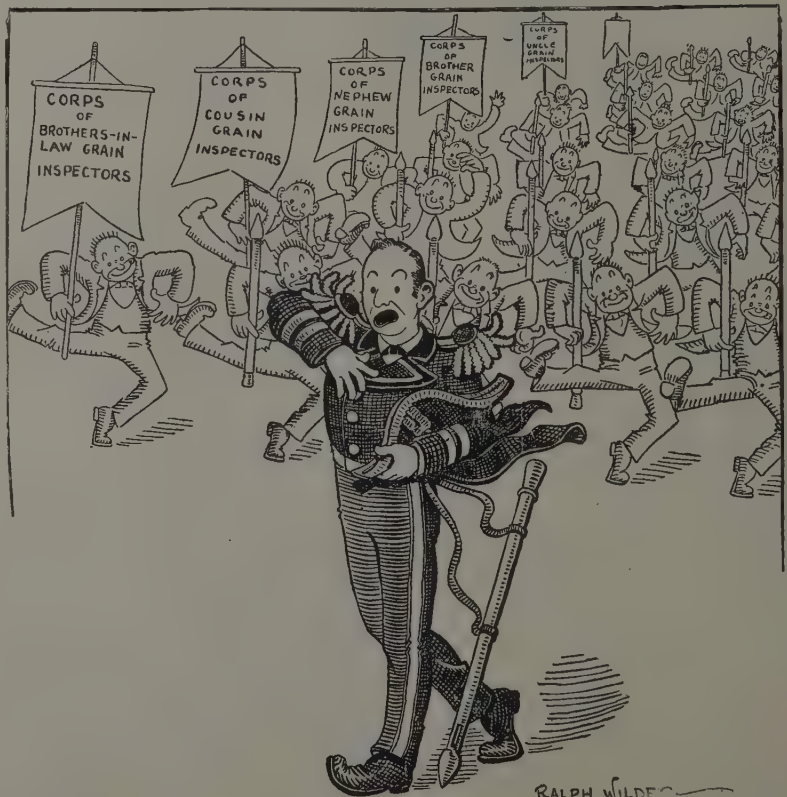
Where, in an action for conversion of wheat deposited in defendant's mill, there was no evidence that plaintiff desired or demanded the return of wheat prior to the time the mill was burned, plaintiff could not object to an instruction that, if defendant was to have the right to return the number of bushels deposited, of like grade, whenever plaintiff desired, and that when the mill burned he had therein such amount of like grade, ready for delivery, and used ordinary care to prevent its destruction, plaintiff could not recover.—*Mayer v. Gersbacher*. Supreme Court of Illinois. 69 N. E. 789.

After plaintiff had declined to receive corn shipped to him for sale on commission, and to pay drafts attached to bills of lading therefor, defendant wrote the holder of the drafts for collection, authorizing the sale of the corn by plaintiff, and the drawing of drafts for the difference between the proceeds and the original drafts on the shipper, to be accepted in part payment of the original drafts. Plaintiff thereupon received and sold the corn which had arrived prior to the date of the letter, and other corn which arrived thereafter, and paid the drafts drawn, and drew other drafts against the shippers for the difference, according to the letter. Held that, where plaintiff recovered against defendant for the difference between the amount of the original drafts and the proceeds of the corn received before the date of defendant's letter, the fact that the proof as to the corn subsequently sold was the same did not authorize the Court of Appeals, on defendant's appeal, to render judgment for plaintiff for the difference between the drafts drawn and the proceeds of the corn so subsequently received.—*F. Gross & Co. v. Brewster*. Court of Civil Appeals of Texas. 78 S. W. 359.

A bank agreed with cotton dealers to advance money to them to pay for cotton purchased, taking the bills of lading as security, and the uniform course of business had been for such dealers to sell the cotton, and, after sales were made,

A Scene From "Pinafore."

As given by the Grain Inspector's Office.



SONG—SIR JOSEPH PORTER-BIDWILL.

"O! I am the Grain Inspector
And the Delegate Elector,
And all the jobs that I can see
I endeavor to keep in the family."

CHORUS OF GRAIN INSPECTORS.

"And so do his nephews and his brothers-in-law and cousins!
His brothers and his cousins,
Whom he reckons up by dozens!
So do we!"—Chicago Record-Herald.

to receive the bills from the bank, and on receiving payment, to deposit the amount in the bank. Held, that the bank's lien on cotton which was sold was terminated by the delivery of the proceeds of the sale to it.—The sellers of cotton took bills of lading in their own names and sent drafts for the price to a correspondent for collection, and the purchaser paid the drafts by checks on a bank, which had agreed to pay the checks and take bills of lading as security, and the purchaser, on so paying the drafts, received the bills of lading, and delivered them to the bank under the agreement. Held, that the purchaser of the cotton did not become the absolute owner thereof on paying the drafts of the seller by taking and receiving the accompanying bills of lading, and that by delivery of the bills of lading to the bank it acquired a lien on the cotton. —First Nat. Bank of Cuero v. San Antonio & A. P. R. Co. Supreme Court of Texas. 77 S. W. 410.

Philippine imports of rice for the 10 months prior to November 1 were 688,955,171 pounds, compared with 498,724,089 pounds for the same period of the preceding year, as reported by the War Department.

Drawback on grain bags will not be allowed by the treasury department except on satisfactory evidence that the bags have not been used to any extent except for the particular merchandise contained therein. Fraud is alleged to have been practiced by the exportation of bags made of imported material and used until worn out.

The imports of breadstuffs into the Philippine Islands during the 10 months prior to November 1, 1903, amounted to 45,370 bus. of oats, 529 bus. of other grain and 161,978 barrels of wheat flour, compared with 4,997 bus. of oats, 19,837 bus. of other grain and 152,012 barrels of wheat flour during the corresponding period of the preceding year.

Insurance at Cost ON GRAIN ELEVATORS AND CONTENTS

The plan of the ELEVATOR UNDERWRITERS at GRAIN DEALERS EXCHANGE, with a limited expense and a limited individual liability, reduces insurance to actual cost.

A TRIAL POLICY

Will convince you of the merits of the plan.

The best people in the trade are supporting it.

For information address

U. S. EPPERSON,
Attorney and Manager,
407 Kemper Bldg., Kansas City, Mo.

The Season's Safer Way.

By L. B. Smith.

This is the season of the year which breeds crop reports of every variety, and from now until the spring-sown grain is harvested conflicting statements in regard to the weather, rainfall, worms, bugs, rust and what not will pour in upon us. Many of these will be wholly false and intended merely to influence the market, others will be taken at secondhand or based upon rumors and yet sent out as original discoveries, while another class will be meant as genuine but colored by the writer's predilections. A small, although undoubtedly influential, minority will be reliable.

How can the average dealer tell which is which? Anyone who attempts to follow a thread of truth through the labyrinth of deception will find himself lost at the second turn, and woe betide him if he speculates on bull or bear "news". This is not the generation when the lamb shall snuggle up to either animal.

Nor is it safe to hold cash grain with the expectation of realizing later on damage to the crops elsewhere. Many an elevator man has learned this in the bitter school of experience; but the scores of neophytes in the trade have it still before them, as anyone who has travelled for receivers knows. Every year some are caught by an unlucky turn to the market which has been "bulled" on damage reports, and the grain bought at fancy prices when farmers were excited by the prospect of a "bulge" has to be disposed of at less than cost. The worst of it is, too, that the practice of holding is encouraged by many so-called "commission" houses which are in reality only option brokers and depend for their business on the alluring "letters" or "gossip" which they have published in the daily press.

The only safe method for any dealer is to realize as quickly as possible the margin of profit on which each purchase is made and avoid risks of all kinds as far as it lies in his power to do so. The "retired farmer" or other novice in the grain trade who has put up an elevator next to him, perhaps, and made a "nice little pile" by holding for a rise, may present an appearance of greater prosperity; but when the average of the year is told who will be ahead, the speculator or the conservative business man? The latter in almost every instance. Here, as in all things, exceptions merely prove the rule. Sound, tried methods are essential to success.

Hay exports for the 7 months prior to Feb. 1 were 33,109 tons, compared with 31,234 tons during the same months of last season.

MICHIGAN MILLERS

MUTUAL
FIRE INSURANCE CO.,
LANSING, MICH.

23 Years
Successful Business
50% DIVIDENDS

Assets	\$1,500,000.00
Losses Paid	1,000,000.00
Net Cash Assets	260,000.00

INSURES FLOUR MILLS, GRAIN AND ELEVATORS.

FIRE INSURANCE

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual.

E. E. PERRY, Secretary.

Reliable Insurance . . .

On Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

MILLERS NATIONAL INS. CO.

205 La Salle Street, CHICAGO, ILL.

Chartered 1865 Assets, \$3,380,676.56

Net Cash Surplus, \$466,594.95

W. L. Barnum, Sec'y.

MILL OWNERS MUTUAL FIRE INSURANCE CO. Des Moines, Iowa.

Insures Mills, Elevators, Warehouses and Contents. Oldest Flour Mill Mutual in America. Saved to Members nearly \$1,000,000.

J. C. SHARP, Secretary, Des Moines, Iowa.

BUY OUR BUILDER'S RISK POLICY

Fires occur when building elevators as well as when operating them.

We sell a policy at a low cost to protect you until elevator is completed and ready for permanent insurance.

For information, address,

Grain Dealers National Mutual Fire Insurance Co.,

INDIANAPOLIS :: IND.

Grain Carriers

More ice than last season is reported in all the lakes.

Bad country roads are placing an embargo on grain shipments from many districts.

Representatives of labor unions and vessel owners have been holding conferences at Cleveland.

The new steamer A. B. Wolvin, the largest boat on fresh water, was launched at Lorain, O., Apr. 9.

Work on the Red River & Southwestern R. R. is to be resumed between Henrietta and Abilene, Tex., 135 miles.

The Wabash Railroad has let the contract to the Baldwin Works for 67 locomotives to be delivered in May and June.

A cut-off is being surveyed by the Chicago & Northwestern saving 17 miles between Harlan, Ia., and Council Bluffs.

The Rock Island has made a rate of 4 cents on wheat and 3 cents on corn from Omaha and Council Bluffs to Chicago and Peoria.

"The German Merchant Marine" is the subject of a 27-page pamphlet recently issued by the Department of Commerce and Labor, Washington.

The loss to steamship and car ferry lines running out of Milwaukee on account of the ice blockade during the winter is estimated at nearly \$500,000.

Marine insurance on the lakes became effective with the first of April. Hull risks on steel vessels are the same as last year. Wooden boats have been advanced.

One of the first grain charters of the season at Chicago was made Apr. 2 by the Armour Grain Co., of the steamer Thos. Wilson to load 250,000 bus. of corn at South Chicago for Buffalo. Vessel owners are asking 2½ cents per bu.

Valuable facts and figures concerning bills of lading are contained in a pamphlet published by John B. Daish, of Washington, D. C., attorney of the Grain Dealers National Assn., and the National Hay Assn., being an argument against Senate Bill No. 4596.

The Board of Trade of St. Catherines, Ont., advocates the operation of the Welland Railway by the Dominion Government. The road is used principally in the trans-shipment of grain, taking off part of the cargo of vessels too heavily loaded to pass down the Welland Canal.

At the annual meeting of the First Marine Assn. of Canada, Mar. 30, it was decided to adopt the United States rules of the road on the great lakes above Montreal. The assn. urged the Dominion government to deepen the Welland Canal to 18 ft. and make the lock 500 ft.

Sailing ship owners of Great Britain, France and Germany held a conference recently at Paris, at which an international ship owners' union was formed, one of the principal objects of which is to "fix the minimum rates of freight from the various ports" except for outward voyages from Europe.

The committee on differentials of the Baltimore Chamber of Commerce, the Merchants & Manufacturers Assn., and the Board of Trade, visited Philadelphia,

Mar. 31, to confer with grain dealers and officials of the Pennsylvania, Reading and Lehigh Valley railroads, with regard to what steps should be taken to maintain the differential against New York.

J. E. Bibb of the Tacoma Grain Co. recently made a strong address before farmers attending a meeting of the American Society of Equity at Ritzville, Wash., showing the injustice of the present rate on grain from the Pacific Coast compared with those from Minneapolis. The Great Northern and the Northern Pacific roads haul wheat flour 2,000 miles from Minneapolis for export for \$4 per ton, while the Northern Pacific extorts \$4.50 for the 500-mile haul from the Clearwater to tidewater. A large quantity of bulk corn is consumed in the west, but on this the roads charge \$10 per ton freight, while in the same train are cars of flour paying only \$4.

The C. & N. W. R'y Co. has issued a tariff now in effect making material reductions in rates on barley, corn, oats and rye to Milwaukee, Chicago and common points from stations in Minnesota and South Dakota west of Byron, Minn. Shippers in that territory should ask their station agents to show them G. F. D. No. 2778, which gives the new rates, and if this is not on file the matter should be promptly reported to Sec'y J. J. Quinn at Minneapolis. Other lines in the same territory will probably meet these reductions, in order to equalize the rates at junction points, and shippers' in the two

states mentioned, wherever located, will do well to keep posted. This has been the first change of importance for some time past in rates from the Northwest to lake-shore terminals and it is likely to be followed by others.—I.

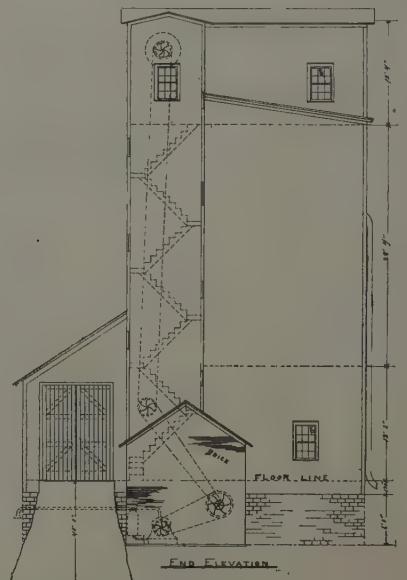
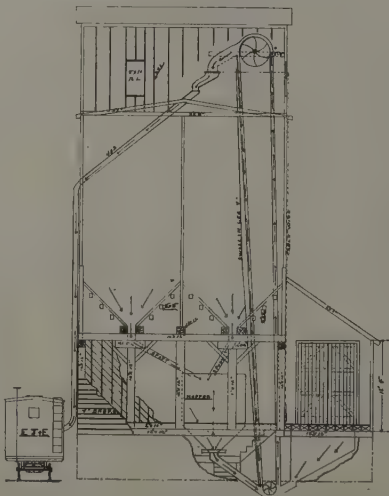
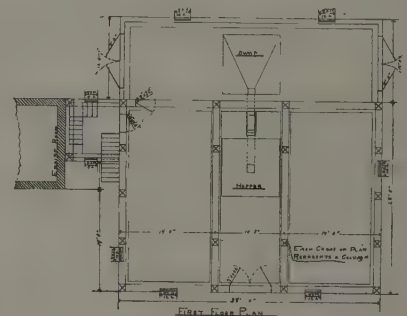
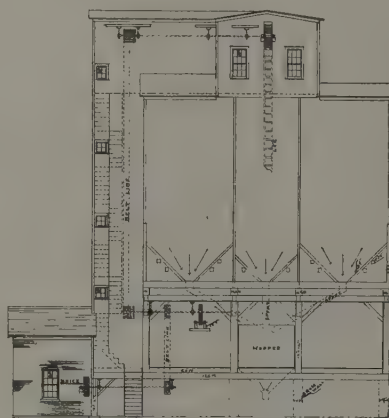
New 25,000-Bushel Elevator at Minooka, Ill.

Simplicity is one of the valuable factors in the design of the new 25,000-bu. elevator recently completed by the Truby Grain Co., of Joliet, at Minooka, Ill. This, and the ample proportions of the machinery, have enabled the builder to erect a very efficient grain handling plant at low cost.

The building is 28x28 ft., the first story being 12 ft. high, and the cribbing 32 ft., divided into 8 hopper bottom bins. Grain from any of the bins can be spouted to the 600-bu. hopper scale in the first story, discharged into elevator boot, elevated and loaded into cars thru a loading spout having a fall of 50 ft., by which the longest cars are filled without trimming.

The hopper scale is set on a concrete foundation. The engine room is of brick and contains an 8-h. p. gas engine.

Outside the cribbing, but housed in, are the stairs, and the 10-in. belt driving the single stand of elevators. The leg has 6x12-in. buckets, running 500 ft. per minute over a 56-in. head pulley, which remove the grain from the dump as fast



End Elevation.

Plan of 25,000 Bu. Elevator at Minooka, Ill.

as it is received from farmers' wagons. The plans reproduced in the engravings herewith show the ends and side elevations and the first floor.

The eltr. is under the management of W. Brown, who has been employed by the company for the past six years.

Maintaining Prices for the Day. —Penalty Agreements.

By F. R. C.

Some caustic comment has recently been made in the columns of the Journal on the practice prevalent among certain dealers of advancing their bids for grain, between sunrise and sunset on the same day, as a result of receiving telegraphic advices that options are higher in terminal markets. The folly of this course is apparent from the fact that "sample" or "cash" grain is always slow to follow any rise in futures; but it seems to me that the strongest argument to be adduced in opposition to it is the demoralization of the local trade which almost inevitably ensues, owing to the vociferous complaint of the farmer who sold his load at the low price of the day.

It is hardly probable that many dealers now run the risk of creating the condition mentioned; for the effect of an endeavor to keep up with the option market is too well known. In this connection it is well to consider another practice closely akin to that above described which is equally reprehensible—that of raising prices in consequence of sales made "to arrive" at figures above those current earlier in the day, which were based on the close of the afternoon before.

Particularly is this true where only one or a minority of the dealers has an opportunity to take advantage of "lucky" sales, and the situation has been aggravated by the policy of certain commission houses in submitting offers which are actually above the market, expense of handling considered, or are based on the expectation that they will be able to "make good" in one way or another when the grain arrives on the market. These methods vary and most of them are contrary to the spirit, if not the letter, of the rules in force on all leading exchanges. One is an effort to obtain new shippers by wiring offers from which the usual commission has been eliminated; another is to telegraph bids actually based on a rise in options and to put out a hedge against the sales thus made, in the anticipation that the difference will narrow down again when the grain gets in. The latter is more common.

Without discussing the ethics of this system—from a business standpoint, it will be clear to any thinker that many of its effects upon the country trade are pernicious, unless there is some agreement among the dealers at each station which will prevent instability in prices.

It is here, however, that the difficulty arises. While there are probably many cases in the aggregate where pooling or penalty agreements are in force, all those of which the writer was formerly cognizant have been dropped, owing to recent court decisions under the various anti-trust statutes, and nothing quite as satisfactory has yet been found. Dealers are compelled to rely upon their own good sense and the spirit of co-operation which has been fostered by the associations. The latter developed just in time to tide over what threatened to be a dangerous period in the life of the trade,

but there is still much to be accomplished in the matter of bringing dealers together, and each locality has its own problems to solve.

One of the primary requirements of any agreement should be that prices once fixed for the day are not on any account to be raised before the following morning.

Of course it can hardly be expected that any dealer will fail to take advantage of an opportunity to sell at a premium over current prices, and if he does so he may have to buy more freely than his competitors; but the latter can afford to let him have the grain for the time being rather than suffer a disturbance in the market. Such opportunities for favorable sales are pretty well distributed, taking the average of the season, and with a spirit of fairness and good-will, the buyers at each place can maintain a binding agreement without the aid of "penalties" for forfeiture in case of its violation.

It is a question whether, under existing laws, dealers could be prosecuted for entering into the old, iron-clad, penalty contract, which was in quite general use prior to the "Smiley" case. In fact, the latter has had attached to it an importance quite beyond what it deserves; for the decision reached was wholly under the Kansas anti-trust law, and it is very doubtful whether there would be any parallel decision beyond the borders of that state, although others have in a degree approximated it.

Nevertheless, this was sufficient to make many dealers apprehensive, and the feeling spread to commission houses and others who were holding the "penalty" deposits. One large receiving firm was very insistent in its demands that it be relieved of any further complicity in such agreements, and panicky dealers thanked it for calling attention to the gulf that lay before them. Had the farmers known of it they would have held celebrations. Now that the atmosphere has cleared, however, there still remains a feeling that it is best to refrain from possible violation of the law, and, as previously stated, association work has come to fill the breach. "With common sense, common courage and common honesty," as Mr. Roosevelt puts it, there now should be no difficulty at any station for which a proper remedy cannot be found before serious harm is done.

A chart giving the fluctuations each month for five years past of cash flaxseed and the September option at Duluth, Minn., has been issued by the Duluth Commercial Record.

"Specifications for Country Elevator Construction from the Fire Insurance Standpoint" is the title of a circular recently received from the Grain Dealers' National Mutual Fire Ins. Co., of Indianapolis. It contains many interesting and valuable suggestions to country grain elevator owners, and, especially, to those about to build new or improve old elevators. Acting upon the suggestions will bring a gratifying reward to elevator men.

BULLETIN No. 1.

WARNING—If you have any old foggy ideas against advertising it's better to not read these bulletins, because you're liable to be converted from them in spite of yourself.

Wanted.

The name of the advertiser in this publication who does not want to extend, expand, increase, promote, augment, enlarge, or develop his business to greater proportions.

We'll "show" him to an extent that will cause his loose change to float into our laps, easier than it floats away from a fellow who "strikes the toboggan" in the Pit.

The argument some advertisers put up when we "touch them" for business is: "We have all the business we can take care of."

But us advertising men know they're "Gol-darn' Liars."

It must satisfy them to put us off that way, so many of them do it.

But! Do you suppose it makes them money?

If you want to invest anywhere from \$50 to \$50,000 in advertising, let's get together.

Marsh Advertising Agency,

New York Life Building, Chicago.

Send 6 cents in stamps for "The Book on the Bucket Shop."

Grain Scale Book No. 23.

An Indexed journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10 1/4 x 15 1/4 inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

For Sale by

GRAIN DEALERS COMPANY

255 LA SALLE ST. CHICAGO, ILL.

SHAKE HANDS

WITH YOURSELF

If you are on our list as a customer for good bags. Our bags make good business. One cent for a postal will bring you our prices.

MILWAUKEE BAG CO., Milwaukee, Wis.

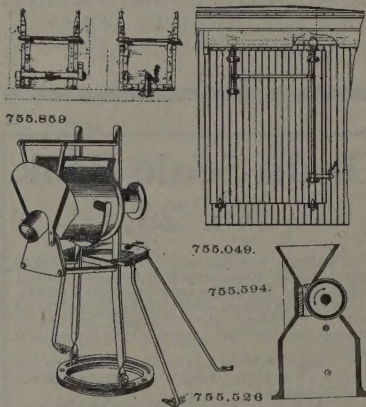
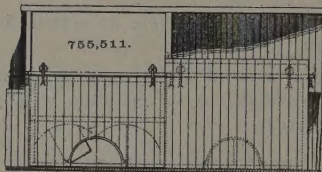
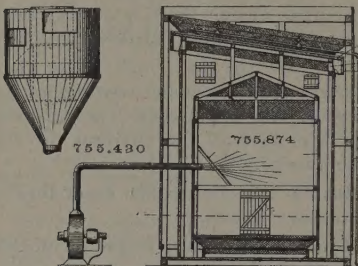
Patents Granted

Bean Huller. No. 754,993. Oscar C. Gramling, Hanson, Fla.

Dust Collector. No. 755,262. John H. Walsh, Mason City, Neb.

Gasoline Motor. No. 756,011. Jas. L. Fitz Gerald, Newport, R. I.

Gas Engine Cooler. No. 755,399. Chas. E. Shambaugh, La Fayette, Ind.



Vaporizer for Hydrocarbon Engines. No. 755,093. Norman A. Wright, Pontiac, Mich.

Method of Steeping Grain. No. 755,144. Valentin Lapp, Lüdenu, near Leipzig, Germany.

Fuel Injector for Oil Engines. No. 755,079. Nelson L. Tuck and Wm. W. Tuck, Brooklyn, N. Y.

Double Carbureter for Explosive Engines. No. 755,074. Thos. L. Sturtevant, Quincy, and Thos. J. Sturtevant, Wellesley, Mass.

Electrical Igniting Mechanism for Explosive Engines. No. 755,817. Daniel M. Tuttle, Wm. H. Lindley and Wm. H. Tuttle, Canastota, N. Y.

Valve Mechanism for Explosive Engines. No. 756,160. Anton Evensen, Chicago, Ill., assignor of 1/2 to Chas. R. Hannan, Council Bluffs, Ia.

Dust Collector. No. 755,874. (see cut) Denis F. Hogan, St. Louis, Mo. A fan blows the dust laden air into a chamber where it is distributed by striking a screen, passing out of the inner housing thru a screen stretched across the top, which screen is sprayed with water.

Car Door. No. 755,049. (see cut) Thos. W. Saling and Jas. McKiel, Marshall, Tex. A pair of head blocks are pivotally connected to the hangers, and their eccentric motion imparted by two shafts simultaneously operated press the door tight up against the side of the car when closed.

Dust Separator. No. 755,430. (see cut) Wm. E. Allington, Saginaw, Mich. Counteracting currents of dust-laden air are led into a suitable receptacle in such directions that the force in one direction dominates the opposing force and keeps up a rotary movement of the air within the chamber.

Mechanical Sorter for Seed Corn. No. 755,594. (see cut) Levi P. Graham, Decatur, Ill. A horizontal cylinder has spiral ribs extending from its longitudinal center in opposite directions. Between the cylinder and the wall is a space forming a trough in which grains of corn will be arranged edgewise. Suitable grains of corn fall thru, while the rejected kernels pass out at the open ends of the slot.

Grain Door for Cars. No. 755,511. (see cut) John B. Mac Laughlin, Vancouver, Canada. On the inside of the car is a supplementary door the hangers of which roll on a removable rail extending across the door opening. When slid back the door is protected from the grain in the car by a housing. In the lower edge of the supplementary door is a semicircular relief opening closed by two pivoted slides.

Closure for Grain Receptacles. No. 755,859. (see cut) Albert L. Eliel, Parlin, N. Y. The main door contains two smaller doors, having slack chains secured to ears on the opposed ends of the smaller doors, and acting as a pivot when the doors are swung to an approximately horizontal position. Each of the smaller doors is provided with a pivoted bar arranged to rotate parallel with the door and to engage clips attached to the main door when the smaller door is closed.

Conveyor. No. 755,526. (see cut) Ernest B. Nelson, Burchinal, Ia. Tho styled a conveyor by the patent office, this device is a grain car loader. The casing which contains the fan is composed of two parts pressed together by a spring forming a spout. The discharge of grain from the spout is directed to any part of the car by a swivel joint. The fan is below the inlet tube. Should a hard substance pass into the device the two parts of the casing will spread apart, avoiding breakage.

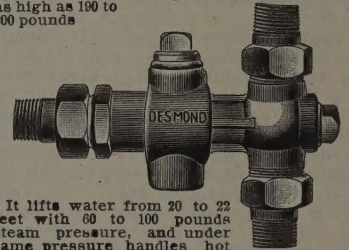
We did pretty well with May wheat. We sold it out, getting rid of the last because the price was a fair one, and that it is always our position in the market ready to sell to anybody when the price is satisfactory. I think the old wheat position strong. I should not be surprised if the Minneapolis July sold 15c over the Chicago. I don't feel very certain of the new crop futures. The crop news is not decisive enough. It is hardly probable with five months of dry weather in the Southwest that the crop can be a great one, but there has been a good deal of moisture everywhere else. The general uncertainties may maintain these new crop prices.—A. I. Valentine, of the Armour Grain Co.



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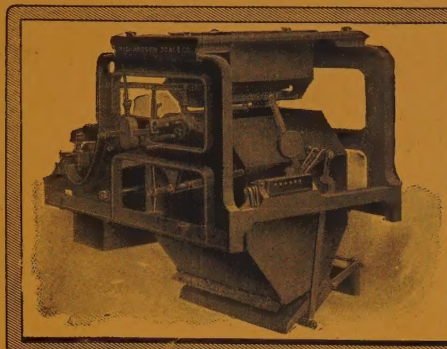
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